

# AMERICAN ARTISAN and Hardware Record

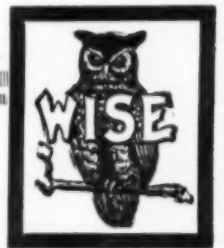
VOL. 78. No. 8.

620 SOUTH MICHIGAN AVENUE, CHICAGO, AUGUST 23, 1919.

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## WISE WARM AIR HEATERS



There are many other important features which you should know about. Let us tell you about them. Let us put you "WISE" to our dealer proposition. It has meant much to thousands of other high-grade dealers and it will to you.

**Y**OUR selection of a line of Warm Air Heaters for the coming season is more important this year than it has ever been before. **Quality** Warm Air Heaters will be in big demand. Your customers will want quality, construction and efficiency in the warm air heaters they buy, and will be willing to pay for it because of the fact that **inferior** warm air heaters would **cost them just as much.**

**WISE DEALERS will sell  
WISE WARM AIR HEATERS because  
WISE people buy  
WISE WARM AIR HEATERS.**

Here are a few reasons why. Get "**WISE**" to them and become a **WISE** dealer.

**GUARANTEED FIREPOT.** Heavy, cast in one solid piece, with a series of cells and slots cast in the walls into which air is admitted, thus causing the complete combustion of smoke and gases.

**ALL CAST IRON CONSTRUCTION.** Cast iron is recognized as the best metal for radiating heat.

**LOW CONSTRUCTION,** which gives a good elevation to hot air pipe which is so necessary to the successful working of a Warm Air Heater.

**LARGE FEED DOOR—DEEP, STRAIGHT ASHPIT—SELF-CLEANING RADIATOR.**

*Write today for our latest catalog.*



**WISE FURNACE COMPANY**  
AKRON, OHIO



# MAHONING HEATERS

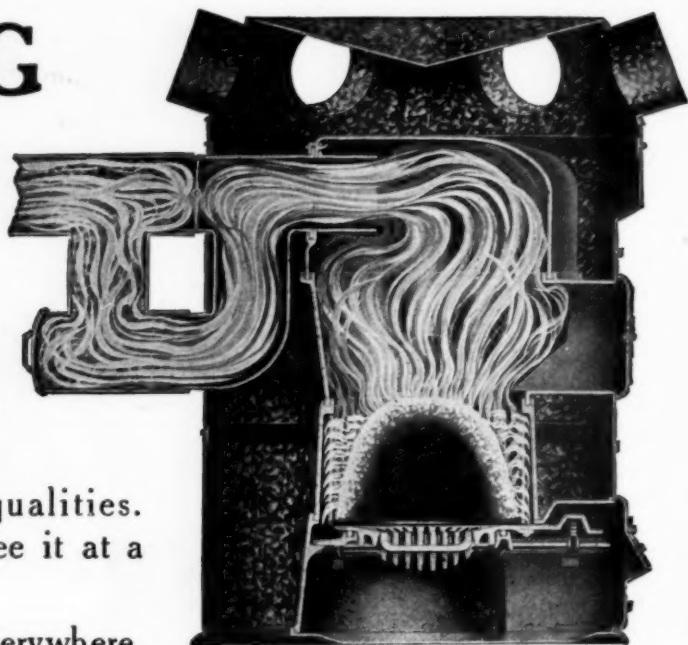
**Sell Themselves**

So many superior qualities are involved in **MAHONING** construction that to tell of one would slight others equally as important.

No need to *talk* Mahoning qualities. *Show* your customer,—he will see it at a glance.

We want good live dealers everywhere, and offer a tempting proposition.

*A style and size for every purpose.*



**MAHONING TYPE "C"**

Illustration shows quite clearly the combustion as it takes place in the Mahoning system. Note how the admission of air through the slots in the firepot causes combustion to take place all around the outside of the fire. The hottest part of the flame is in direct contact with the outside surface of the heater where the radiation of heat takes place. Only one of the features that have made the Mahoning famous from coast to coast.

**The MAHONING FOUNDRY CO.**  
**YOUNGSTOWN, OHIO**

*A Mammoth Plant With a Mammoth Production*

## FRONT RANK

TRADE NAME REGISTERED

*Real "FITTING FITTINGS"*



*Write for Catalog*

MANUFACTURED BY

**HAYNES-LANGENBERG MFG. CO.**

4058 FOREST PARK BOULEVARD  
ST. LOUIS, U. S. A.



ESTABLISHED 1880

Representative of  
The Hardware, Stove,  
Sheet Metal, and Warm  
Air Heating and Venti-  
lating Interests  
PUBLISHED EVERY SATURDAY

# AMERICAN ARTISAN and Hardware Record

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THAT THERE IS no likelihood of a return to conditions which prevailed before the world war is the general opinion of close students of present tendencies. Consequently, wise men of business are shaping their policies with a view to new developments rather than to readjustments. Whatever modifications of the price situation may occur during the coming months, it seems quite certain that they will not be of a nature to warrant a depressing estimate of American industrial progress. In this connection, it is instructive to consider some of the observations made by Lewis E. Pierson, chairman of the board, Irving National Bank, New York City, in an address before the Denver Civic and Commercial Association.

It is difficult to measure the true importance of the fact that in the nine months since the signing of the armistice all the prophets of trade and industrial pessimism in American business have been discredited, he said. Instead of depression and shrinking values, flagging production and receding sales, unemployment and labor disturbances, we find on every side buoyancy, courage, resource and a condition which to the casual observer looks like genuine prosperity, and prosperity which will continue too. Business not only has recovered from the first shock incident to being jolted from a high war-stride back to a peace condition it had not expected so soon and for which it was not prepared, but in addition has effected a considerable refitting of its plants and organizations to peace-time production. More surprising than this, it has found places and occupations for more than two million demobilized soldiers without creating a corresponding army of unemployed—indeed, with an actual effect which looks like a labor shortage in many of the industrial centers of the country, and an unmistakable shortage in agricultural districts.

Of course we are delighted to find that our fears entertained at the time of the armistice apparently were unfounded. Prosperity, a thing we never like to discount, just now seems all around us. If we take time to give the matter any thought, we are apt to try to make ourselves believe that this prosperity is genuine—the continuing kind—that our pessimistic attitude following the armistice was simply a shadow of the terrors of war, and that being now convinced of this fact we are all glad to settle down to nice, comfortable, continuing good things. Some of us in such moments even go so far as to believe that the work of reconstruction which naturally must follow war has been completed and that the extremely grati-

fying business level upon which we are proceeding is a level of normality, without any touch of the feverish or any other taint to be feared as holding the possibility of serious trouble in the future.

There are those, however—and the number is increasing constantly—who, while they do not discount the fact of existing good times, do not make the mistake of believing that these are the good times of normality. They realize that we are still running along on the high level of war—a very pleasing level so far as general business is concerned, but still a level of war, of war prices, war inflation, war enthusiasm, it may be even war recklessness and extravagance. They know that since the signing of the armistice no work of reconstruction, real reconstruction, that is, has taken place or has even been seriously considered. They know that we are being content with what we have—not a bad idea either so far as it goes—but as to whether we are studying our situation and this high pitch of prosperity and trying to gauge the possible effect of certain of its elements upon the future, they are not at all certain.

It would seem that a very sensible way of getting at the true facts of this case—past, present and future, all three should be kept in mind—would be to visualize two parallel lines, one well above the other; let the lower line represent normality and the upper one war. Along the lower line would run the currents of national life—politics, production, commerce, finance. This line and these currents would be pre-war and would represent a condition of things which almost certainly has passed. Upon the upper line or level would run similar currents, but considerably changed by war and the things that have come to us as the results of war. This change would find expression in almost every important element represented—wage scales, taxation rates, material and merchandise prices, operating costs, credit, generosity, tendency towards lavish expenditure and carelessness—all must be measured by standards very different from those which appeared to serve every purpose before the war.

Of course existence on this upper level can not go on indefinitely. We must come down to normality again, not pre-war normality—that is of the past—but a normality which will be much nearer the lower line than the upper. And for this purpose, suppose we visualize a third line running between and parallel with the two others, and let it represent the level to which our affairs must drop some time before we can say that the dangers of war to the nation's busi-

ness have disappeared. Perhaps the word "drop" is not the right one to use in describing our descent from this war level to the level of a new peace normality. What it suggests is too abrupt, and if followed in practice would bring us to a very serious crisis.

The level of war prosperity must be abandoned gradually, consistently, cautiously and most intelligently. The line which the descending tendency must follow will hug the horizontal so closely for a time that its downward curve hardly will be perceptible. And this for the very reason that the present necessities of our allies will require their continued purchases from us for some time, and fortunately will provide for us not only the cushion upon which we can easily land but also a reasonable amount of time in which to prepare for the let-down which later seems inevitable.

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MUCH DISAPPOINTMENT will be avoided by men of business if they will discount the present agitation against the high cost of living. It may be a cynical observation to make, but experience of similar agitation leads to the conclusion that the hue and cry in newspapers is mainly intended to appease the popular unrest by giving the impression that something is being done. It will be noticed that the war against high prices is directed only against foodstuffs. Nothing is being done to bring down the price of clothing, or of coal, or shoes, or servants, or labor, or automobiles, or railway fares.

The advance of prices is not confined to the United States or to the countries which participated in the war. The cost of living is also high in England and France and Denmark and Sweden and Argentina. In other words, it is world wide and applies to everything. It is caused by the fact that 30,000,000 men were taken out of productive activities for five years, which has created a shortage of things the world needs. Nor has it occurred exclusively in the products required for war purposes, nor for the use of the millions engaged in the war. Practically every article entering international trade has advanced in price in the country in which produced, irrespective of their proximity to the war area. Nor have prices been reduced to a perceptible degree in any part of the world since the close of the war. There are, of course, a few exceptions to this general rule, but they are so few and so plainly due to peculiar conditions that they "prove the rule" that the advance has been world-wide and that the termination of the war has not reversed the movement or at least caused any material decline in any considerable proportion of the important articles of world production and world consumption.

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ONE OF THE GREATEST thinkers in America is Charles P. Steinmetz, the famous electrician. He is an ardent advocate of cooperation.

**All Should Coöperate.** Speaking recently before the Industrial Conference of the New York Business Publishers' Association, he declared that cooperation implies two parties working together, not one settling the matter and telling the other you must

do that and that and then we will coöperate. Unfortunately, most of the serious efforts made in this direction have been of that character—that the employer has worked out plans and then asked the employees to coöperate on those plans. Very often those plans are good and the whole scheme would have been satisfactory if it could have been worked out jointly, but it came as paternalism and was therefore tainted from the beginning. That is not cooperation.

It is easy to say we must have cooperation; also to find fault. It is not easy to make suggestions how it should be done and how the present strained relations between capital and labor should be overcome. Probably there is no single way to bring about true cooperation. It depends largely on local conditions and social conditions. In short, there is not a broad and single way. Before we try to find out let us discover the relation of Mother Industry. One attitude, the attitude of the old-time employer, which means industry, is private property of the one who supplies the capital. That is the old-time relation where industry is private property of the owner, which recognizes only capital and not labor. This relation was destroyed forever at the moment when President Roosevelt interfered in the anthracite coal trouble and brought both sides to terms. The other extreme is the socialistic conception that all wealth is created by labor and that all wealth therefore belongs to labor and that capital is a parasite on labor, due to having acquired a monopoly of the means of production.

At present industrial production requires capital and labor. Both are necessary. Labor unrest is a demand for a share of the profits of industry and a share in the management of industry. This is the final foundation of all our social unrest. Since they are both necessary it is right that they both demand a right in the share of the profits and management of industry. There are several ways—mostly unsuccessful. One way—welfare work—which is important and useful, but offensive and insulting, by being forced on labor in a paternalistic manner. It is appreciated where not done as a welfare work, but merely as a matter of corporate self interest. We must realize quality of one's work depends on conditions under which work is done. That makes the difference in the self respect and quality of the man. This will not bring about cooperation. We must not use the name welfare work. It should be called an Industrial Relations Department or Committee instead of Welfare Department. The most difficult thing in cooperation is to put yourself in the other's place and see things as he sees them.

While leaders of industry recognize the necessity of cooperation, unions of labor organizations have not yet realized the advisability of cooperation in industry. But there is another side. Do we want the committee system? Let us assume it is successful. A board of directors on one side and a labor committee or committees on the other. Is this not another warfare by organizing two different parties?

The last is wage dividend. Mother Industry requires capital and labor. Therefore, both are entitled to share in the profits. Capital is entitled to a fair rate of interest on the money invested and labor is en-



titled to a fair rate of wages for the work done. All profits beyond that belong to capital and labor. These should be divided as dividends, being dividends on capital stock, the other being divided on labor stock as found by yearly wages. This system is in operation in a number of corporations, in electric utilities companies and others.

### RANDOM NOTES AND SKETCHES.

By Sidney Arnold.

Before the days of machine production, men had to work fourteen, sixteen, and sometimes eighteen hours a day to supply their wants. Now, when only a few hours are required to turn out the same amount of goods which formerly took so long to make, there is an unfortunate tendency toward a slackening of effort. There is too much idling in stores and shops and not enough concentration upon the tasks in hand. We can spend only what we produce. With plenty of leisure in which to recuperate and to enjoy the fruits of labor, there is no excuse for the shirker.

\* \* \*

Carrying things to extremes is illustrated in this story by my friend, E. C. Fox, of the Independent Register Company, Cleveland, Ohio:

A young man summoned for examination by a draft board claimed exemption on account of his eyes. He had been told of various methods employed by the doctors to detect men who were evading service and was determined not to be caught by them.

"Read the letters on the wall," commanded the chairman.

"Where is the wall?" the young man asked.

\* \* \*

My friend, Frank Baackes, vice-president of the American Steel and Wire Company, Chicago, Illinois, tells about a physician who was scrupulous in observing the truth.

Doc had bad luck on his fishing trip, and on his way home entered the butcher shop and said to the dealer:

"Just stand over there and throw me five of the biggest of those trout!"

"Throw 'em? What for?" asked the amazed dealer.

"So I can tell the family I caught 'em. I may be a poor fisherman, but I'm no liar."

\* \* \*

A new illustration of the ancient saying, "Where ignorance is bliss, 'tis folly to be wise," was given to me by my friend Tom Gallavin of E. C. Stearns and Company, Syracuse, New York.

A girl who had received a turquoise ring from her sweetheart went to a jeweler with this request:

"Would you please settle an argument for me? This is my engagement ring. My young man says it's pronounced 'turkwahs,' and I said it was 'turkwoys.' What do you say, sir?"

"I'm afraid you're both wrong. The correct pronunciation is 'glass!'"

\* \* \*

The power of example is illustrated by my friend, Louis Giclas, secretary of the Sheet Metal Contrac-

tors' Association of Washington, D. C., in the following story:

On the first day of school the teacher of the first grade was securing the names of her pupils.

She came to one youngster whose father was noted for his profanity, and said:

"What is your name?"

"Jimmie Burns," was the reply.

"Do you know your a-b-c's?"

"Hell, no! I've only been here five minutes!" was the astonishing answer.

\* \* \*

The high cost of living is a topic discussed everywhere outside of graveyards. My friend, J. M. Hewitt, of the Pittsburgh Steel Company, Pittsburgh, Pennsylvania, furnishes the following whimsical story in connection with it:

"I read in the paper," said the fat plumber, "about a Columbiana man who is to inherit part of \$700,000,000."

"Gee," said the thin carpenter, "I'd like to be in on a fortune like that."

"What would you do if you had \$700,000,000?"

"I have always wanted a lot of money and I know just what I'd do."

"Well—"

"I'd go right into the biggest hotel in New York City—"

"Yes—"

"And I'd walk right into the main dining room—"

"Yes—"

"And I'd say to the waiter: 'Bring me the best plank steak you have in the house.'"

"Uh huh."

"And after I had eaten it I'd tell the waiter to bring me the check."

"Of course."

"I'd pay the check with my money and then I'd take my thirty cents change to tip the waiter."

\* \* \*

I am heathen enough to take delight in the primitive symbolism of the Japanese trio of idols representing a world-old counsel, to-wit, "Hear no evil, see no evil, speak no evil." I am especially strong for the figure in the trio with his hands over his mouth. The lesson he teaches may be summarized in the lines.

#### The Man Who Refuses to Knock.

You've heard a fellow refusing to drink and of others refusing to eat;

You've heard of a fellow refusing to smoke and a fellow refusing a seat.

There's men who are famed for refusing to run for office or safety or pelf,

But here is a scrawl for the man who, of all, has the finest control of himself.

I speak of the man with a clamp on his voice, whose talking is tight under lock;

The man with a muffler attached to his mouth—the man who refuses to knock.

The man who won't knock is a curious chap. He often goes out with the crowd,

Where grouches are aired and the grievances bared in fault-finders candid and loud;

Where only his friends are around him to hear the hurts that he probably feels,

And every one revels in woes and complaints and mention of villainous deals;

Where hammers go ringing with vigor and zest on anvils that shudder and rock;

Yet calmly and firmly he passes his turn, the man who refuses to knock.

# AMERICAN ARTISAN

## EDWARD J. RYAN.

The knack of making friends among all classes of people and keeping them is a fairly accurate index to the character of a man. It means that he possesses qualities of sincerity and wide sympathy with various phases of human nature. It signifies a wholesomeness of spirit and a liberality of views which keep him free from the narrowness of mind which excludes all who do not adjust themselves to its limitations. The possession of this happy faculty of making friends and holding them is one of the distinguishing traits of Edward J. Ryan, Manager of the Ventilating Department of the Milwaukee Corrugating Company, Milwaukee, Wisconsin. It is not a characteristic acquired by deliberate planning and effort, but an essential element of his personality. Those who have known him from boyhood agree in affirming that he always had the knack of making friends. It would not be much to his credit if this faculty were merely an involuntary function, a sort of magnetism independent of conscious action on his part. The merit which accrues to him from its possession resides in the fact that he shapes all his personal and business activities in conformity with this talent and is ever ready to serve others without counting the cost to himself.

He was born in East Dubuque, Iowa, June 30, 1874, and received his education in the High School there. He had a natural bent for mechanics, and the first position he held was that of apprentice in the carriage making trade with Tom Conley at Dubuque, Iowa. Later on, he went into the general store business and remained in that for six years. The experience which he acquired in this occupation was a valuable factor in training him in the methods and practices of the commercial world. Generally speaking, mechanics who never go beyond the confines of their trade are woefully lacking in knowledge of the selling and distributing side of production. That is why so many of them fail when they go into business for themselves at a stage in life when their habits of mind and points of view have become thoroughly fixed. It was fortunate for Edward J. Ryan that his apprenticeship was followed by a period of service in gen-

eral merchandising. It prevented him from becoming one-sided and set in his ways. Following his term of six years in general merchandising, he spent two years in the insurance business. No formal course in psychology at a university gives greater insight into the variations of character than the practical work of selling insurance. It was a post-graduate school for Mr. Ryan and he profited by its opportunities to an extent which became manifest when he returned to the industrial world. He entered the employ of the Klauer Manufacturing Company, Dubuque, Iowa, in 1910, and took charge of the sales of that company's railway car heaters. This position he held until January, 1918, when he started on the road

as traveling sales representative for the Milwaukee Corrugating Company, Milwaukee, Wisconsin. August 1, 1919, he was called from the road and appointed Manager of the Ventilating Department of that Company. His fitness for the position is abundantly evident. His knowledge of the mechanical aspects of the department is practical and comprehensive. His extensive salesmanship experience enhances his capacity for successful management of his new office. A wide acquaintance in the sheet metal trade gives him the advantage of being able to present the Company's products to prospective customers who are already favorably disposed toward him because of satisfactory results from



their former dealings with him. They are his friends because he has always given them full values not only in material things, but also in social and moral relations. He takes a moderate interest in fraternal affairs and is a member of the Elks and Knights of Columbus, but he does not hold any office in either organization. If he has any hobby it is that of trap shooting. He gets a great deal of pleasure from this sport. It takes him into the open and there is just enough excitement in it to afford the necessary diversion from the cares and strain of business. Coupled with this occasional relaxation, are a freedom from worry and a sunny disposition which combine to keep him in robust health. Wherefore, he is always at the top notch of efficiency.



## HALL OF FAME

### JAMES N. MACKIN.

From the fabled days of Hermes Trismegistus in ancient Egypt to the times of the Rosicrucians and the alchemist of the Middle Ages, men feverishly sought to discover the Philosopher's Stone by which to transmute the baser metals into gold. Strange and picturesque rituals came into vogue in elaboration of their hopes and aspirations. They all failed. But out of their dreamings and visions and yearnings came the science of chemistry which has wrought greater marvels for the world than any Philosopher's Stone was ever credited with the power of accomplishing. Claude Louis Count de Berthollet, the father of the modern science of chemistry, rejected the ritual and dreamings of the alchemists but profited by their efforts at experimentation. By hard work, close observation, and persistent research he was able to achieve success. The alchemists failed because always they sought the Philosopher's Stone instead of depending upon their own intelligence and effort. There is, then, no magic of success, no Aladdin's Lamp with which to build glittering palaces over night. Were it otherwise, the exclusive few who possessed the secret would own the world and all others would be serfs, vassals to their every whim. Success is, fortunately, for every one who desires it and works for it. It is well enough to say this as an abstract principle. But it is a heart-warming and encouraging thing to find an embodiment of it in the indi-

vidual whose hands we may clasp and whose example we may follow. A pleasant illustration of the principle set forth in the foregoing observation is found in the person of James N. Mackin of E. C. Atkins and Company, Indianapolis, Indiana. He has won success not by lucky possession of some talisman or the practice of occult art, but by virtue of ambition, enthusiasm, and perseverance. He began succeeding when he entered the saw business as a young man not yet of voting age. He gave it his undivided allegiance. That is to say, he set for himself the task to learn all there was to know about the saws. He was profoundly impressed and drew inspiration from a story which he heard about the great tragedian, Edwin Booth. It is told of Booth that so thoroughly did he identify

himself with the part he played on the stage that it was necessary to hire expert fencers to enact the rôle of his antagonist in duel scenes. Booth forgot that he was acting and in his enthusiasm actually tried to kill his opponent.

James N. Mackin drew a valuable lesson from this tale, namely, that of becoming completely absorbed in whatever he undertook. He developed into an expert salesman early in life because he learned everything possible about the product which he handled. This signifies more than appears from the surface of the statement. It means that he studied the commodity not only in its manufacture and distribution, but also in its human aspects—the part it played in shop, factory and home; the friendliness and confidence and good feeling which resulted from honest dealings with the commodity; little intimate touches of humor and sympathy which came into play in meeting men of business and folk of every description. For twenty years he represented a Philadelphia house, during which time he traveled extensively throughout the civilized world. Wherever he went he kept his faculties alert to all phases of business, so that he became familiar with conditions in the leading industrial centers of Europe and the American Continent. During the War he represented E. C. Atkins and Company, of Indianapolis, Indiana, in Washington, D. C., and made hosts of friends



both for himself and for the firm whose commodities he sold. His success in the National Capital was due to his uncommon business ability, his unflagging energy, and his pleasing optimism. The men with whom he had business relations found that his words needed no discounting.

Since the close of the war, E. C. Atkins and Company selected Mr. Mackin to represent their interests in Australia and he is now superintendent of the entire Australian Division of the company's business, with headquarters in Sydney, New South Wales, Australia. His friends on this side of the world know that greater success will mark his career in that far off land. He is certain to prove a worthy representative of a worthy American product.

## UP TO THE MINUTE NEWS SIFTINGS

Cribben and Sexton of Chicago, Illinois, stove founders, have let a contract for a plant addition, 88x122 feet, and it is to cost \$10,000.

The South Beloit Stove and Manufacturing Company, Beloit, Wisconsin, has been incorporated with a capital stock of \$75,000 to take over the business of Charles H. Burgess and Son, and engage in the manufacture of gray iron castings, stoves, etc.

### NATIONAL CONFERENCE BOARD GIVES OUT REPORT ON LABOR SITUATION.

The report just issued by the National Conference Board, Boston, Massachusetts, indicates that legislation to solve labor problems had not lessened the general discontent. It was also the opinion of the Commission that a solution was not to be found in any organization. "It is a mistake, according to our view, to suppose that mere machinery for joint discussion is likely to prove a cure-all. Back of these proposals lies the more important fundamental, namely, the spirit and reasonableness of both parties to the discussion."

The real solution, the Commission holds, is in greater productivity. The report lays special stress on this point, urging the replacement of the erroneous economic theory of restriction of output by a cordial cooperation of labor with management. In France, where a previous shortage of labor was greatly aggravated by the losses in men due to the war, considerable evidence of such a cooperative spirit was noted. "There may be deduced from the French situation a lesson that labor's best interests are served by cooperation with management in securing the highest efficiency of production."

Contrary to some reports, the Commission found that the employers were not unanimously in favor of organized labor. "Practically all the employers interviewed in Great Britain strongly advised against the complete organization of employees, or the urging of any policy which would lead to that end." Their great fear is that the labor organizations may come under radical leadership. Evidence of such trend was founded by the Commission in the "Shop Stewards' Movement," the "rank and file movement," and Works' Councils.

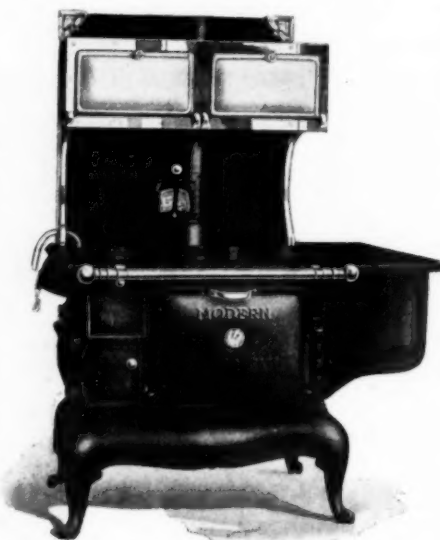
In conclusion, the report states, "the employer must take the lead; much in the way of leadership is expected of him. He must generally plan to prevent grievances from rising by showing a genuine interest in a fair system of remuneration, in healthful shop conditions, the proper and sanitary housing of his workers, and the welfare of the community in which his plant is located. If he is really at heart trying to raise the standard of living, as he ought, of his employees, he should, moreover, be occupied not only with

questions of wages or material rewards, but with matters which will cultivate the intelligence, morals and character of men. Granting this attitude of mind, then, there must be a corresponding point of view on the part of labor if any permanent and peaceful adjustment is to be accomplished."

### USES CONVINCING TRADE MOTTO.

Confidence is not difficult to win. In fact, all our civilization is based upon confidence in others. When we enter a train for a long journey, we have confidence in the skill and faithfulness of the engineer and crew—otherwise we would be afraid to trust ourselves to their operation of the train. When we sit

down to a meal in a restaurant, we have confidence in the cook—that he will not poison us. When we buy goods at the store, we have confidence that they are as represented. Industry could not exist twenty-four hours if the vast majority of our fellow men



No. 1640R Modern Never Fail Range, Made by  
Channon-Emery Stove Company,  
Quincy, Illinois.

were not honest and did not merit our confidence.

The fact that confidence is a basic instinct, essential to the orderly progress of social and commercial affairs, can be rightly taken advantage of in the marketing of dependable commodities. This is done in a notable manner by the Channon-Emery Stove Company, Quincy, Illinois, in the adoption of a motto or name for its stoves. The words "Never Fail" beget confidence. They convey the impression of reliability and unflagging service. For forty years, the Company has lived up to the promise of this motto in the material, workmanship, and service of its stoves. Therefore, there is an uncommonly powerful selling force in the term, "Never Fail," in connection with the product of this organization.

The Modern Never Fail Range, shown in the accompanying illustration, is one of the products manufactured by the Channon-Emery Stove Company. It has many conveniences to recommend it to the housewife. The main top is made in four sections with key plates, covers, and centers all polished. The front key



plate lifts up for broiling purposes. It is equipped with a double drop door high closet, which is highly nicked and has enameled panels. It has a thermometer door, and the oven is large and roomy, with square, spring-balanced, steel-lined door, cemented oven top, and large oven rack. Every part of the stoves made by this Company is fully guaranteed to give the service which the customer has a right to expect. Dealers who are looking for a line of stoves and ranges which will satisfy their patrons and build permanent trade would do well to write for particulars to the Channon-Emery Stove Company, Quincy, Illinois.

### IS NOT HURT BY HEAT OR ACIDS.

In the accompanying illustration is shown the "Quick Meal" Fusenamel Coal and Gas Combination Range, made by the Ringen Stove Company, Division American Stove Company, St. Louis, Missouri. The Company states that the material used in the construction of this range has eliminated the liability of rust. Heat or acids, it is said, will not affect it. The oven burners for gas are so arranged as not to interfere with or obstruct the flues of the coal oven and in this way perfect operation of either coal or gas is insured. This range is made in three colors, black, blue, or white. Summing it up, this range is durable and efficient and sure to give satisfaction. The Ringen Stove Company also makes a good line of "Quick Meal" oil stoves in many different sizes and styles and



"Quick Meal" Coal and Gas Combination Range, Made by the Ringen Stove Company, Division American Stove Company, St. Louis, Missouri.

dealers would do well to address the Ringen Stove Company, Division American Stove Company, 825 Chouteau Avenue, St. Louis, Missouri, and secure full particulars and catalogues.

### TWO STOVE COMPANIES CONSOLIDATE.

Having a combined capital of \$68,000, a consolidation has been effected of the Zenith Stove and

Heater Company, Pittsburgh, Pennsylvania, and the Howard Stove Company, Beaver Falls, Pennsylvania, under the name of the Howard Stove Company with main offices at Beaver Falls, Pennsylvania. The president of the new concern is William Walker of Shields, Pennsylvania. Herman G. Scott of Sewickley, Pennsylvania, is secretary, and John W. DuPuy of Beaver Falls occupies the position of treasurer.

### CONVERTS LIGHT INTO HEAT.

A principle of physics with which every one is familiar and which can be convincingly demonstrated to any doubting Thomas is that of focusing rays of heat to a given point and thus producing an effect of intensity. A familiar illustration of the workings of this principle is the burning glass for converging rays of sunlight to a focus. In a few seconds the skin on



Valley Star Reflector Heater, Made by Wheeling Stove and Range Company, Wheeling, West Virginia.

one's hand would be blistered if held at the exact point of the converging rays. Advantage is taken of this well-known principle in the construction of the Valley Star Reflector Oil Heater, shown in the accompanying illustration manufactured by Wheeling Stove and Range Company of Wheeling, West Virginia. This heater reflects and focuses the light rays of standard kerosene burners. In

addition, it makes use of the heat rays which are thrown upward from the top of the stove as in the case of the ordinary type of oil heater. There is, therefore, a double effect. The heat rays radiate upward, but the focused and reflected light rays containing heat are thrown out into the room close to the floor where most needed. This heater is strongly constructed, of the best polished steel plates. The reflector, which goes clear around the sides as well as the back, is of heavy highly polished copper. The handle at the top of the heater permits it to be picked up easily and moved about to any place desired. Valley Star Reflector Oil Heaters are said to burn twenty hours on one gallon of kerosene with all three burners going full blast. Further particulars and terms to dealers may be obtained by addressing the Wheeling Stove and Range Company, Wheeling, West Virginia.

### GUARD AGAINST SMALL LOSSES.

Petty losses drain the profits of a business, if allowed to continue unchecked. They arise from such instances as cash customer paying it the "next day," or where a customer forgets her purse and wants to buy a small article and she will "just remember" as she doesn't want to charge it. The safe check against petty losses is a complete record of all transactions.

Money and time are the heaviest burdens of life, and the unhappiest of all mortals are those who have more of either than they know how to use.—Dr. Johnson.

# THE WEEK'S HARDWARE RECORD

*Of Interest to Manufacturer, Jobber and Retailer*

**AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 42 to 47 inclusive.**

The Gedeon Hardware Company of Cleveland, Ohio, has been incorporated for \$10,000.

The Michigan Screw Company, Lansing, Michigan, will build a plant addition, 60 x 236 feet, at a cost of about \$125,000.

A six-story addition, 84 x 284 feet, costing \$200,000, will be erected by the National Lock Company, Rockford, Illinois.

A plant addition of three stories, 100 x 179 feet, is to be constructed by the Brown Fence and Wire Company, Cleveland, Ohio.

The Sterling Cutlery Company has been organized at Worcester, Massachusetts, by two brothers, Morris E. and Samuel O. Raduziner.

A contract for a 2-story plant, costing about \$30,000, has been awarded by the Canton Stamping and Enameling Company, Canton, Ohio.

The Wilkes-Barre Iron and Wire Company, Wilkes-Barre, Pennsylvania, has been organized by John R. Wilson, Thomas Meade, and B. R. Jones.

The S. P. Townsend Company, West Orange, New Jersey, has been incorporated with a capital stock of \$500,000 to manufacture lawn mowers, etc.

An addition of 2 stories, 40 x 250 feet, is to be made to its plant by the United Wire and Supply Company, Cranston, Rhode Island, at a cost of \$100,000.

A machine and general shop, 50 x 75 feet, will be established by the Perth Amboy Hardware Company, Perth Amboy, New Jersey, at a cost of about \$10,000.

The Economy Machine Products Company, Chicago, Illinois, is planning to build a plant, 161 x 205 feet, for the manufacture of air brushes, screws, tacks, and wire.

The Vollrath Company, Sheboygan, Wisconsin, makers of enameled ware, will erect a two and three story office building, 60 x 170 feet, and remodel the present office quarters for production.

## YEARLY PICNIC AND CLAM BAKE ARE PLANNED BY NEW YORK HARDWARE AND SUPPLY DEALERS.

More than usual enthusiasm characterizes the preparations which are making for the annual Outing and Clam Bake of the Manhattan and Bronx Hardware and Supply Dealers' Association, New York, which is to be held Wednesday, September 10, 1919, at Deur's Park, Whitestone Landing. The North Jersey Hardware Association is working in cooperation

with the Manhattan and Bronx Hardware and Supply Dealers' Association to make the affair an occasion long to be remembered. All hardware dealers, wholesale and retail, as well as their representatives and clerks, are urgently invited to participate in the outing. The boat trip to Whitestone Landing will give everyone a chance to get acquainted before reaching the Park. It is the expectation of the Manhattan and Bronx Hardware and Supply Dealers' Association that this year's outing and clam bake will afford an opportunity for intensifying the already existing friendships in the organization and bringing in new members, so that all may be benefited and the power and influence of the association correspondingly increased.

## THE PRICE OF CONTINENTAL CLOTH VENTILATORS WILL ADVANCE.

Owing to a marked advance in the cost of lumber, cartons, and labor, as well as of ventilator cloth, the price of Continental Cloth Ventilators will go up September 1st. The Continental Company, Detroit, Michigan, makers of these ventilators and of screen doors and window screens, announce to the trade that the current prices on their sanitary cloth window ventilators, dating from July 10th, are good only for definite specifications sent to the Company before the first of September, 1919. After that date the increased prices will be in effect.

## BUYS FIRM'S SIFTER BUSINESS.

Negotiations have been completed whereby the Fred J. Meyers Manufacturing Company of Hamilton, Ohio, has bought out the sifter business of the Eagle Glass and Manufacturing Company, Wellsburgh, West Virginia, one of the largest manufacturers of flour sifters in the United States. The deal included the entire sifter plant for the manufacturing of this line of goods, consisting of tools, punches and dies, patterns, power presses, and material in process of manufacture, and good will of the Eagle Glass and Manufacturing Company. The Fred J. Meyers Manufacturing Company has removed the business to their large plant at Hamilton, Ohio, and will add it to their comprehensive line of sifters, embracing the famous Genuine Hunter Sifters.

## WHO SELLS OLD-FASHIONED CANDLE MOLDS?

AMERICAN ARTISAN AND HARDWARE RECORD:

Can you inform us where we can purchase an old fashioned candle mold, 8 to 12 candles.

PEOPLE'S HARDWARE COMPANY.

Clinton, Missouri, August 20, 1919.

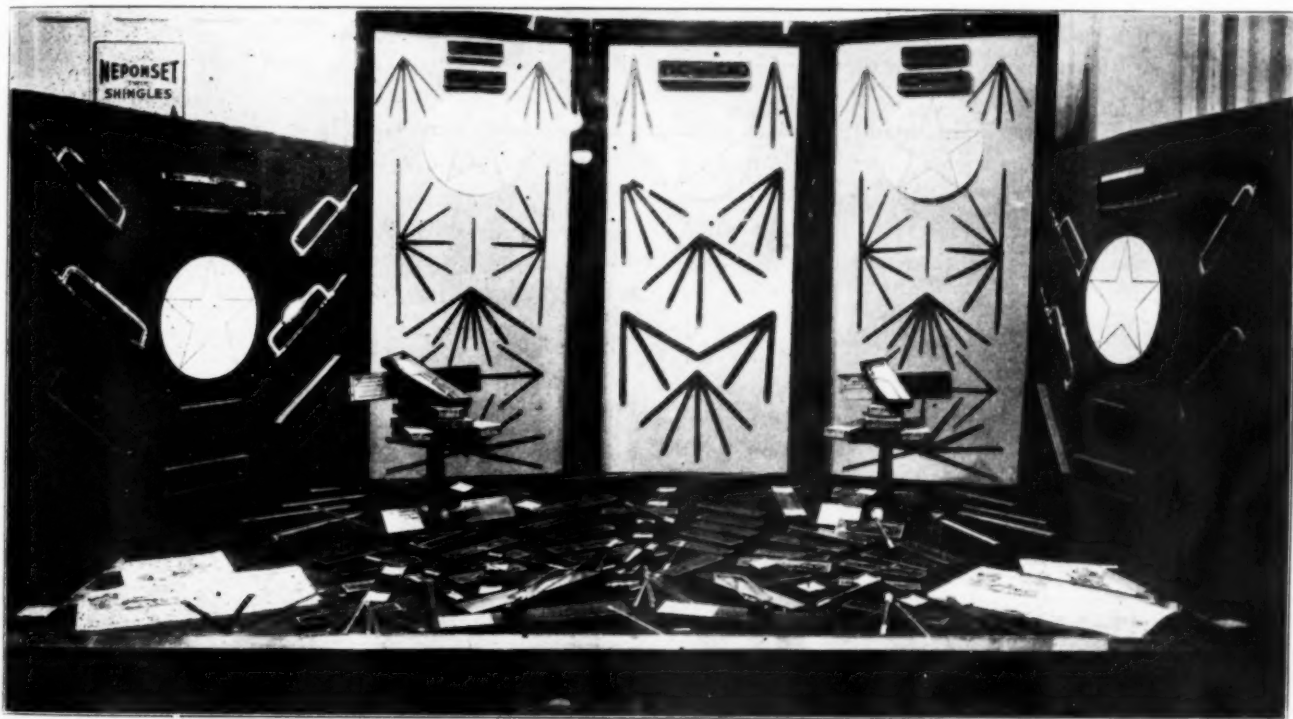


# PRINCIPLES AND EXAMPLES OF GOOD WINDOW DISPLAYS.

## WINDOW DISPLAY OF HACK SAWS IS DESIGNED WITH TELLING EFFECT.

The five-pointed star in the white circle on either side and in the three center panels of the window display of hack saws and related articles gives special value to the exhibit designed by H. C. Crabb for the Belcher and Loomis Hardware Company, 83-91 Wey-

the relations of the outlines. Next the mind passes to an inspection of the materials used in making up the outline. From this by easy stages the onlooker travels in thought to various uses of the tools—at least to those uses with which he is familiar in his own line of work or from observation of the work of others. In this window display there are no foreign objects to distract him from the main current of its suggestions.



Window Display of Hack Saws and Related Articles, Arranged by H. C. Crabb for the Belcher and Loomis Hardware Company, Providence, Rhode Island.

bosset Street, Providence, Rhode Island. This device serves the purpose of arresting the attention of the passer-by. It stands out as conspicuously in the window as a red light on a dark night. It piques the curiosity of the casual observer. Naturally, he stops to investigate its significance. He wants to know its connection with the goods on display. He wonders why it is used. A closer inspection of the exhibit satisfies him that it is intended to attract his notice to the commodities on display. In ordinary circumstances, he probably would pass on without taking further interest in the matter. But in the case under discussion he is held by the uncommonly clever appeal of the goods themselves. This effect is produced by the arrangement of the display. The three central panels have a striking contrast between the white within their frames and the bluish tint of the hack saws arranged in geometric design.

It is a fact of universal experience that no one can resist the suggestiveness of figures of this description. First, the design itself halts the roving eye. Then the imagination sets at work tracing the proportions and

The consequence is that, in a high percentage of instances, he will enter the store for closer view of the article and if in immediate need of any of the goods shown he will probably make a purchase before leaving the store. This is not merely a conjectural view of the influences which this window display exerted upon the passers-by. The records of sales amply demonstrate that it brought practical returns to the Belcher and Loomis Hardware Company. The designer of this window exhibit is to be congratulated for mixing with his work the essential ingredient of intelligence.

## REINFORCES THE WINDOW DISPLAY.

A good way to reinforce the pulling power of the window display is to install a system of wall cabinets behind the counter just inside the door at the front of the store in which are shown the articles on exhibit in the window. This enables the dealer to give speedy service to prospective customers who come into the store to make inquiries concerning the goods in the window display.

## WHOLESALEISERS ISSUE TEXT BOOK OF SALE PLAN ADVERTISING.

A pamphlet of twenty-four pages containing the concentrated essence of volumes of business experience is issued to the retailer by Butler Brothers, Chicago, Illinois, wholesalers of general merchandise. It is called a "Text Book of Sale Plan Advertising." Every plan offered in the booklet has been tried and found successful—not under special conditions, but in circumstances which prevail throughout the country. Of great practical value to the retailer, therefore, is the following set of instructions for putting on a successful sales plan, taken from Butler Brothers' text book:

"After you have placed your newspaper electro in your local paper, announcing the fact that you are about to put on a sale (it is not essentially necessary for the purpose of putting on a sale that you rely on this newspaper advertising, but if you have a good newspaper, use the electro announcing the fact that you are about to put on a special sale). The matter of first importance is to pick out the people to whom you want to sell merchandise and, right here, we want to say that Butler Brothers believe most emphatically in advertising.

"In 'Our Drummer' we have printed advertising of the highest possible type. In this advertising we have learned to make one dollar do the work of two dollars, simply because we send our advertising matter direct to the people we want to reach. We could easily waste one dollar out of every two dollars we spend for advertising if we advertised in an indirect way. Therefore, we pick out the people we want to sell our goods to.

"In the same way every merchant can increase business by advertising directly to the people he desires to sell. Don't shoot in the dark. It is necessary for any store to plant its advertising seeds exactly where it wants them. Have a mailing list. Don't scatter your fire.

"A mailing list won't build itself, neither will it keep itself going, but it can be started and kept up with very little effort. Here are some ways to build your mailing list:

"1. Draw a map of your community to the extent of just how far you think you can get business. Indicate on your map just where business is easiest to get and just where business is harder to obtain.

"2. Go through your store files and records for the names of the people who have bought goods from you.

"3. Obtain a tax list. It will give you a key to the possible buying ability of many families.

"4. Take the local telephone directory and carefully revise it.

"5. Arrange with your local newspaper man to allow you to get some names off his subscription list.

"6. Go over the membership rolls of lodges and other organizations which are at your disposal.

"7. Make a list of automobile owners. Remember the automobile makes it possible for people to shop a considerable distance from home.

"8. Always note on your mailing list any new

customer which you secure. Many merchants are constantly on the lookout for new faces in their store.

"9. If necessary, make a personal canvass on some quiet day. Visit the people in a certain district, introduce yourself, and leave some advertising matter and an invitation to the family to visit your store.

"10. Secure a list of the teachers in the various country schools, together with a list of the parents of school children.

"11. Arrange with high school students to put in Saturdays making a canvass for you. Advertise that you will give an attractive souvenir, like a calendar, to all who visit your store.

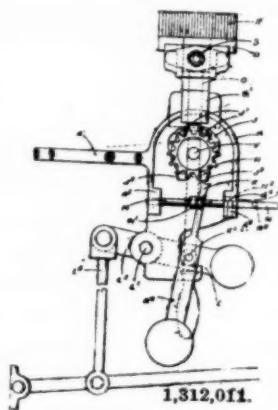
"12. Classify your list according to the purchasing power of your customers and prospects. Note their religion; the number of children, their names, ages and birthdays; the income of the head of the family; their purchasing habits, do they buy from retail mail order houses; the distance from your store and any other similar information. You don't need an elaborate system for this—simply write down the information in a way that will make it most intelligible and useful to you.

"13. Be particularly cautious to check your list often, and be sure that the names of your prospects and customers, together with their addresses, are correct.

"14. There is no doubt but that if you do all this your advertising will be 100 per cent efficient. You will be building business."

## PATENTS VISE OR WORK-HOLDER.

Under Number 1,312,011, United States patent rights have been granted to Albert Richard James Wilkinson, Twickenham, England, for a vise or like work-holder, described as follows:



In a work holding device the combination of a fixed bracket, a member so mounted on the bracket that its angle of inclination relatively to the bracket can be adjusted, a member rotatably carried on the adjustable member, means for mounting work on the rotatable member, and treadle operated mechanism by means of which the rotatable member can be turned in either direc-

tion irrespective of the angular position of the adjustable member as set forth.

In a work holding device the combination of a fixed bracket, a horizontal spindle carried by this bracket, a member pivoted about this spindle so that its angle of inclination relatively to the fixed bracket can be adjusted, means for locking the pivoted member after its angular position has been adjusted, a bevel wheel on one end of the horizontal spindle, a spindle rotatably mounted on the pivoted member, a table on one end of this spindle, a bevel wheel on the other end of this spindle gearing with the bevel wheel on the horizontal spindle, means for mounting work on the



table, a toothed wheel on the horizontal spindle, a treadle operated lever, a pawl carried on this lever and adapted to engage the toothed wheel so as to cause rotation thereof when the treadle is operated, means for swinging the pawl from one side to the other of the axis of the toothed wheel so as to reverse the direction in which the table will be turned when the treadle is operated, and a sliding member which is adapted to move automatically into engagement with the toothed wheel and to be moved out of engagement with this wheel by the pawl when the lever on which the pawl is carried is actuated by the treadle as set forth.

### SAYS POSTAL ZONE LAW WORKS A HARDSHIP ON ALL CITIZENS.

There is no subject of greater importance to the public than that involved in the postal principles on which is based our postal legislation, declares Senator Arthur Capper of Kansas. The present postal zone law needs careful consideration, and every citizen and home throughout this nation should earnestly endeavor to understand the important factors involved.

For there is no function of government that reaches every citizen and every home to the extent of our United States postal service. For over seventy years the history of our postal legislation shows that our country has not legislated for postal service on the basis of cost, because the postal service is of such universal benefit, is such an instrument of information and education and unification, that to restrict it in any way is to hurt the country that we as thinking citizens wish to serve. So clearly and firmly has this American postal principle been held, that postage cost must not determine the postage rate, that our postoffice has delivered letters and publications to Yankee whaling ships at Point Barrow in the Arctic Circle for two cents that cost over \$5.60 to deliver. I would ask any thinking citizen if it is not just as important that a Yankee skipper home from a whaling cruise shall be able to understand and vote intelligently upon the great public questions of the day as it is for the citizen who has stayed at home? This principle is sound. Shall not California, Kansas and Maine have equal postage on all information as an American right?

Our rural free delivery system—the most expensive and least revenue-producing branch of the postoffice—costs 1½ cents per piece of mail matter, and this 1½ cents is over and above the cost of collecting, sorting, handling, transporting and rehandling until it gets into the rural free delivery carrier's wagon. This has all been done upon the American postal theory that the postoffice function was a service to the American people and that the cheapness of postage was a benefit to the American home.

It has been alleged—and it may be some have fallen victim to its un-American and illogical absurdity—that cheap postage on magazines and newspapers is a subsidy to the publishers. It is not a subsidy to the publishers. It is, if you want to use the term "subsidy," a subsidy to American readers. You can determine this for yourself. Who receives the benefit or subsidy when the Yankee skipper of a whaling ship off Point

Barrow, in the Arctic Circle, receives news from home which costs \$5.60 to deliver? Is that a subsidy to his home newspaper, his periodical or magazine, or is the benefit of that to the ship captain himself and his citizenship and our united and national standards of intelligence?

You will instantly recognize that it is this ship captain receiver of costly postal service who is benefited, and your common sense will instantly prove to you that in every case of cheap postage the primary and entire benefit is to the receiver. Would you have Kansas pay higher postage than New York merely because any information happened to be printed in New York? Why handicap the postal service of Kansas by a higher and discriminatory postage rate? I come from Kansas, but the discrimination is similarly true of every other State.

Cheap postage on periodicals and newspapers has made the American nation a nation of readers beyond any nation in the world. If there is any thought in your mind that *this* is *not* a national benefit, I ask you to compare in your mind this great country with its splendid and homogeneous American idealism, its singleness of purpose and the universality of its achievements with those nations in the world in which there is but little magazine reading.

Now as a practical proposition. You know the economic law that all costs must ultimately be paid by the final consumer, that is, in this case the reader. To raise the postage on publications means that the publishers, as business men, must add this charge to the price of their periodicals—and thus lessen reading. Is this a good thing? And again I ask every reader to consider those nations in the world which have never encouraged widespread reading nor the widespread distribution of periodicals and newspapers, and to answer that question. For it is one which I and other legislators in Congress have to face and with which we must deal.

This country had a postal zone system at one time, applying to letters and newspapers and periodicals. The abolition of the zone system was made complete by President Lincoln in 1863 and the zone system was abolished not only on periodicals and newspapers, but also on letters, because it was regarded as an unsound postal policy and un-American that a citizen or home should have to pay more postage simply by an accidentally greater distance from the point of mailing. The postal service is an American service from all Americans to all Americans on a basis of equal postage and equal service. I ask every reader to consider for himself if this is not sound Americanism.

Now on the practical side I wish to point out that the country newspapers have circulation in their country of publication without any postage charge whatsoever and this can only be justified and continued on our American theory that the postal function is an equal service to all American homes.

It would be obviously unfair for those supporting the postal theory that the cost must determine the rate of postage to ask that a letter costing 1½ cents for delivery alone on rural routes should be sent for one cent. I do not have to be convinced that we should have one cent letter postage. I am for cheap postage

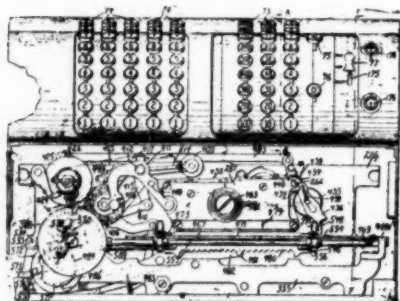
as a great American social service. I believe that every right-thinking American is for cheap and equal postage. But there is no logical reason for believing that the rate on one class of postal matter must be determined by the rate on another class of postal matter. The figures of postal cost upon which this unsound and un-American postal cost theory is demanded were compiled in 1907 and upon being investigated by the United States Postal Commission headed by the Honorable Charles E. Hughes, these figures were discarded as utterly unreliable in determining the cost of handling newspapers and periodicals. Yet it is upon these discarded cost figures that such unsound arguments are based.

If we must abolish postal service—or increase postage rates to a prohibitive basis—on the theory that cost of service shall determine the postage rates, we should have to abandon many of the most important of our postal functions, the rural free delivery being the most conspicuous example and one which I believe should be kept up no matter what its cost, as it is the most important postal service in the entire department. It pays too high a return—as does every other postal service—in improved and elevated citizenship.

I earnestly hope that every reader will give this postal zone matter and its revival of unsound postal theories that have been discredited for over two generations very serious thought.

#### GETS PATENT FOR A REGISTERING AND RECORDING MECHANISM.

Frederick L. Fuller, Dayton, Ohio, assignor to the National Cash Register Company, Dayton, Ohio, has secured United States patent rights under Number 1,311,884 for a registering and recording mechanism, explained in the subjoined paragraphs:



1,311,884

In a machine of the class described, the combination with a plurality of type carriers, of a main operating mechanism, mechanism operated by the main operating mechanism for moving said type carriers differentially, manipulative means controlling the extent of movement of the type carriers, and means operated by the main operating mechanism for shifting the type carriers to print in different columns on record material.

In a machine of the class described, the combination with a plurality of type carriers, of differentially movable actuated racks therefor, and means automatically controlled by the rack of highest order moved out of zero position for moving the racks of higher orders one step to eliminate zero printing.

In a machine of the class described, the combination with a main operating mechanism, of means normally locking the same against operation, manipulative means for rendering said locking means ineffec-

tive, printing mechanism comprising means for printing on a detail strip and means for feeding the detail strip, and means controlled by said detail strip for locking said manipulative means against operation when said detail strip is exhausted.

#### REMOVES CHIEF OBSTACLE TO SALE.

Between what they consider two evils, many persons choose to run the risk of bodily damage from thieves who may enter their home rather than keep a revolver in their house which is likely to go off by

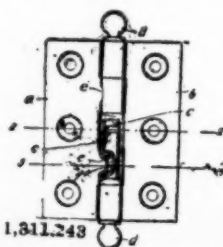


Iver Johnson Safety Automatic Revolver. Made by Iver Johnson's Arms and Cycle Works, Pittsburgh, Pa.

accident. This is one of the chief obstacles in the way of larger sales of revolvers by hardware dealers. It may easily be overcome, however, by carrying in stock and advertising to their customers a weapon which is guaranteed to be safe against accidental discharge. Such a firearm may be had in the Iver Johnson Safety Automatic Revolver which is described as the "safe revolver to sell." Through wide publicity, the words "hammer the hammer" have become well known in connection with this line of revolvers, one of which is shown in the accompanying illustration. It becomes a comparatively easy matter to sell this excellent firearm because prospective customers have already been trained to have confidence in its safety feature. Iver Johnson's Arm and Cycle Works also manufactured shot guns, bicycles and motor cycles from which the dealer may derive satisfactory profits. Interesting details may be had by writing to Iver Johnson's Arms and Cycle Works, 354 River Street, Pittsburgh, Pennsylvania.

#### ASSIGNS PATENT FOR A BUTT.

United States patent rights have been granted to Stuart W. Parsons and Patrick F. King, New Britain, Connecticut, under Number 1,311,243, for a butt described as follows and assigned to the Stanley Works, New Britain, Connecticut:



1,311,243

A butt comprising a pair of leaves each formed of sheet-metal folded back upon itself to form two over-lying parts with the folds shaped to form inter-fitting aligned knuckles, a plurality of headed pintles introducible into said knuckles at opposite ends thereof and each pintle having a recess, pro-



jections on the knuckles of one of said leaves engaging in said recesses of the pintles, the over-lying parts of each of said leaves normally standing apart and being adapted to be drawn together by the means which secures the butt in place.

### ADVOCATES TRADING AT HOME.

Strong arguments in favor of patronizing the stores of the home town are put forth by E. M. Trowern, secretary of the Dominion Executive Council of the Retail Merchants' Association of Canada. These arguments may advantageously be used by the individual retailer in his advertising or by neighborhood associations of merchants. Mr. Trowern reasons as follows:

The great pivot upon which the affairs of the world swing is individual responsibility. Millions upon millions of tons of literature are being spread throughout the world in all languages every year, calling attention to the wrongs of society as a whole, but in the final analysis these wrongs can never be entirely righted until every individual in every community takes an individual responsibility upon himself or herself to see that they are righted. Pure, unadulterated selfishness is at the root of all the trouble. Strange as it may seem, no person can do a selfish thing or commit an unfair act without having to pay the price himself, or, in other words, "there is a price ticket on everything."

Take, for instance, a group of persons who are employed in a manufacturing plant, or in any other institution, who conceive the idea that if they bought certain lines of staple goods in bulk at wholesale prices and divided them up among themselves they would save money and thereby benefit themselves, or, in other words, they would be adding to their earning power. If the plant or institution in which they were working was located in a prosperous town or village, their action would affect the legitimate retail merchants, who were endeavoring to serve them in the town, and the result would be that the retail merchants who formerly handled the lines which were purchased by these persons at wholesale prices would cease handling those lines, and, in order to pay their rent and their running expenses, they would have to increase the cost of the other lines which they carried and which these employees required. What benefit, therefore, would be gained by transactions of that character? If you want to do your fellow citizens, the retail merchants, an injustice by interfering with their trade for the purpose of endeavoring to benefit yourself for selfish purposes, you have to pay the price in the end, either in money or in loss of service. This rule applies in every walk of life and you cannot evade it.

The more retail stores we have in the community the better the community will be served. Competition is the most sacred weapon in the world and it should never be interfered with. Retail merchants open stores in various locations, because they believe that they can do business in those locations, or, in other words, they take the individual responsibility and, consequently, the risk. Is this not as it should be? Would any sane person suggest that the Government

should decide as to where and when stores should be opened, as was attempted in Germany? We think not. The basic foundation upon which every community is built is the action and decision of the individual. They locate where they themselves decide is best for them, and around them others associate, and in this way our community life is built up.

We, therefore, repeat again that the great pivot upon which the affairs of the world swing is individual responsibility. Each individual in every community is there because, in his opinion, it suits him best, otherwise he would leave and go to some other place.

To build a healthy and a prosperous community, as well as a contented community, money must circulate freely. It can circulate only according to the desires of each individual. If the stores were full of goods and no one wanted to purchase them because a large number of persons sent their money out of town, the stores would soon close and be "out at the knees." If those who sent their money out of town to mail order houses owned property in town, or were employed by the town in any capacity, their property would soon depreciate in value, and, as we stated before, they would be "paying the price" for their selfishness, which would again prove that "there is a price ticket on everything." You can not do a mean trick to anyone without having to pay the price, and this is just as true of every city, town or village.

Twenty-five men sat at a table and it was discovered that they all owed one another ten dollars apiece. The first man handed his neighbor ten dollars and it was passed around, thus paying debts amounting to two hundred and fifty dollars, and the first man received it back again. Let us suppose that money was short in that town, and the first man sent the ten-dollar bill away to a mail order house, how long do you think those debts would be outstanding? The more that money is kept circulating in the home town the better chance everyone has to float his or her services, or merchandise, and they both mean the same thing in the end. Money is only accumulated industry, and everyone can get some if they only work for it, and the chief thing is to see that it does not get cornered by one or two huge monopolies, who can then control labor.

If Canada had five hundred thousand prosperous towns she would be immensely better off than if she had only half a dozen large cities. There are no slum sections in the towns. To their credit it can be said that the townspeople look after their poor. No man, woman or child need starve while the townspeople have bread. They know one another better than do the people of large cities, as they are nearer to one another. It has been stated that Canada today could accommodate itself to ten million farmers and then have room for many more. Does that not mean much for the towns? The first question that a prospective purchaser of a farm asks is, "How near is it to a town?" Is that not a proper question to ask? The town is the heart blood of the community; it is the bright, social spot in the life of every farming district; it is the one thing that binds the boys and girls to the old home. Kill your towns by sending your money away to mail order houses, and you are thrust-

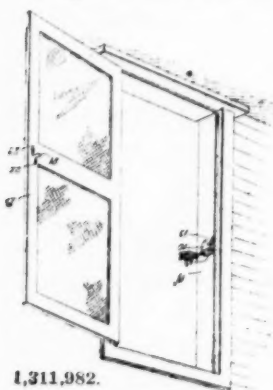


ing the knife into the very heart of Canada. Build up your towns by keeping your money in local circulation and you are building up production and helping your manufacturing industries and making the people more contented and happy, and by spending your money in the home town you are creating better stores, a greater variety of stocks, better service to the community, and you are securing lower prices through having local competition.

Buy in your home town and be a booster for it.

#### SECURES PATENT FOR DOOR-CATCH.

Joseph J. Lynn, Moose Jaw, Saskatchewan, Canada, has obtained United States patent rights, under number 1,311,982, for a door-catch of which the following is a brief description:



1,311,982.

In a door catch, the combination, of a supporting casing, a fixed jaw secured to said casing, a movable jaw pivoted at its innermost end to the support above the fixed jaw, said jaws having opposed notches in their facing sides and beveled faces at their outer ends, means for guiding the free end of the movable jaw in its movement toward and

from the fixed jaw, spring means between the support and the free end of the movable jaw for urging it toward the fixed jaw, and a co-acting member adapted to project between the beveled faces of said jaws and into said notches.

#### PRODUCES VARIETIES OF HARDWARE.

The Stover Manufacturing and Engine Company of Freeport, Illinois, makes a widely varied line of hardware. Its newest catalog, R-19 which will be sent free to dealers on request, contains illustrations of its various products including mop sticks, fireplace fixtures, saw vises, all kinds of pulleys, stove accessories, windmills, gasolene engines, door latches, soldering sets, etc. In the accompanying illustration is shown a Steak Hammer, made by the Stover Manufacturing and Engine Company. It has a ten-inch hardwood handle. Number 2 is nickelplated, unpolished, the handle being of natural color and waxed. Number 3 is tinned, the handle being natural in color and waxed. Elsewhere in this issue of AMERICAN ARTISAN AND HARDWARE RECORD will be found the Company's advertisement. By clipping the coupon which appears in the lower right hand corner and mailing it to the Stover Manufacturing and Engine Company, 719 East Street, Freeport, Illinois, further particulars of any of the Company's products and Catalog R-19 will be sent to the dealer.

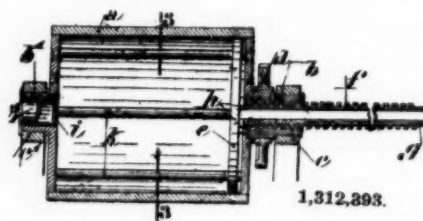


Steak Hammer, Made by the Stover Manufacturing and Engine Company, Freeport, Illinois.

There is no graduating from the school of experience.

#### FRENCH INVENTOR OBTAINS PATENT FOR WASHING, RINSING, AND WRINGING MACHINE.

Joseph Marie Etienne Franc, St. Vallier, France, has secured United States patent rights, under number 1,312,393, for a washing, rinsing and wringing machine, described as follows:



1,312,393.

A combined washing, rinsing and wringing machine comprising in combination a rotary imperforate cylinder having hol-

low trunnions, one of which is internally screw-threaded, bearings for said trunnions, a hollow screw shaft traversing said screw-threaded trunnion, an imperforate piston carried by said screw shaft movable longitudinally in said cylinder and means for rotating said cylinder.

#### OPPORTUNITIES FOR FOREIGN TRADE PRESENTED BY BUREAU OF FOREIGN AND DOMESTIC COMMERCE.

The Bureau of Foreign and Domestic Commerce through its Special Agents, Consular Officers and Commercial Attachés is receiving information of opportunities to sell hardware and kindred lines in several foreign countries. Names and locations will be supplied on request to the Bureau in Washington or its District Offices. Such requests should be made on separate sheets for each opportunity, stating the number as given herewith:

30,357.—Representation is desired by a man in Argentina for the sale of any American goods. Correspondence should be in Spanish. References.

30,372.—A manufacturer in Belgium wishes to secure an agency for the sale of new accessories for automobiles, and American specialties. Correspondence may be in English. Reference.

30,375.—An agency is desired by a firm in Italy for the sale of zinc, all rough metals, and general import and export products. Correspondence may be in English. Reference.

30,378.—Bicycles, bicycle parts, and electrical novelties are required by a merchant in France. Terms, cash against documents. Correspondence should be in French. References.

30,379.—An agency is desired by a man in Italy for the sale of agricultural implements, etc., on a commission basis. Correspondence should be in Italian. Reference.

30,380.—A commercial engineer in Belgium wishes to secure the representation of firms for the sale of metal products, sheets, bars, beams, etc.; forged pieces and tubes; copper and brass in sheets, bars, and tubes, for use in the re-establishment of the industries of Belgium.

30,381.—A firm in Trieste desires to purchase and secure an agency on commission for hardware in general. Quotations should be given c. i. f. Trieste. References.

30,382.—A company in India desires to purchase nails, corrugated iron, expanded metals for reinforced concrete, crosscut saws, etc. Quotations should be given c. i. f. city in India. Reference.

30,387.—An agency is desired by a man in Argentina for the sale of galvanized oval steel fence wire, and galvanized steel barbed wire. Correspondence may be in English. References.

30396.—A business man in Argentina desires to secure an agency for the sale of tools, hardware, wheelbarrows, cream separators, incubators, etc. Correspondence may be in English. References.

30401.—A commercial traveler in France desires to be placed in charge of a branch establishment of an American firm wishing to make consignment of its products to that

country. He desires to attend to building up trade, publicity service and advertising, organize a force of travelers, etc. Correspondence should be in French. References.

30402.—A company in the United States with a branch office in the Netherlands desires to secure an agency from manufacturers for the sale in the Netherlands and possessions of agricultural implements. References.

30404.—Iron and steel sheets, plain black, corrugated black, plain galvanized, corrugated galvanized, are required by a firm in India. Quotations should be given f. o. b. New York. Payment, telegraphic transfer on New York with order. Reference.

30406.—The representative of an automobile sales company in New Zealand is in the United States for a short time and desires to secure an agency for the sale of passenger and commercial automobiles, accessories, rubber tires, etc. References.

30408.—A commercial agent from Venezuela who is in the United States for a short time wishes to secure agencies for the sale of hardware, agricultural machinery, etc. References.

### COMING CONVENTIONS.

The American Hardware Manufacturers' Association, Marlborough-Blenheim Hotel, Atlantic City, New Jersey, October 15, 16, and 17, 1919. F. D. Mitchell, Secretary, 4106 Woolworth Building, New York City.

The National Hardware Association, Marlborough-Blenheim Hotel, Atlantic City, New Jersey, October 15, 16, and 17, 1919. T. James Fernley, Secretary, Philadelphia, Pennsylvania.

Automobile Accessories Branch of the National Hardware Association, Hotel Sherman, Chicago, Illinois, December 8 and 9, 1919. A. H. Nichols, Chairman, Detroit, Michigan.

Oklahoma Hardware and Implement Association, Oklahoma City, Oklahoma, December 9, 10, and 11, 1919. W. B. Porch, Secretary, Oklahoma City, Oklahoma.

Wisconsin Retail Hardware Association, Milwaukee, Wisconsin, February 4, 5, and 6, 1920. P. J. Jacobs, Secretary, Stevens Point, Wisconsin.

Michigan Retail Hardware Association, Hotel Pantlind, Grand Rapids, Michigan, February 10, 11, 12 and 13, 1920. Exhibit in Furniture Exhibition Building. Arthur J. Scott, Secretary, Marine City, Michigan.

Pennsylvania and Atlantic Seaboard Hardware Association, Bellevue Stratford Hotel, Philadelphia, Pennsylvania, February 10, 11, 12, and 13, 1920. Exhibition in Philadelphia Commercial Museum. Sharon E. Jones, Secretary, 1314 Fulton Building, Pittsburgh, Pennsylvania.

Minnesota Retail Hardware Association, St. Paul Auditorium, St. Paul, Minnesota, February 17, 18, 19 and 20, 1920. H. O. Roberts, 1030 Metropolitan Life Building, Minneapolis, Minnesota.

New York State Retail Hardware Association, Onondaga Hotel, Syracuse, New York, February 17, 18, 19 and 20, 1920. Exhibition in State Armory. John B. Foley, Secretary, 607 City Bank Building, New York City.

Missouri Retail Hardware Association, St. Joseph Auditorium, St. Joseph, Missouri, February 17, 18, and 19, 1920. F. X. Becherer, Secretary, 5136 North Broadway, St. Louis, Missouri.

New England Hardware Dealers' Association, Mechanics' Building, Boston, Massachusetts, February 23, 24, and 25, 1920. George A. Fiel, Secretary, 10 High Street, Boston, Massachusetts.

Ohio Hardware Association, Hotel Gibson, Cincinnati, Ohio, February 24, 25, 26 and 27, 1920. James B. Carson, Secretary, Dayton, Ohio.

### RETAIL HARDWARE DOINGS.

#### Arkansas.

A. E. Baker is erecting a building at Hermitage and will engage in the hardware business.

#### Iowa.

Ernest C. Miller of Anita has sold out his hardware to Luke Welsh and C. E. Fagan.

Theo. G. Coffey has purchased the L. H. Galiber hardware business at Casey.

George Wimmer and Son will open a hardware business at Dubuque.

P. O. Potter of Ida Grove has disposed of his hardware to Cressey Bros.

#### Kansas.

J. R. Swearingen of Liberal has bought his partner's interest in the Liberal Hardware Store and is now sole owner of the business.

The invoice of the Van Verth and Hager implement stock at Hiawatha has been finished, and the new owner, George H. Dannenberg, is now in full charge of the business.

Harvey Muenzenmayer has bought an interest in the J. J.

and W. F. Muenzenmayer hardware business at Junction City, and is now manager.

#### Minnesota.

J. E. Ferguson has purchased the F. O. Swains hardware at Brown Valley.

A. H. Johnson bought the Morey Hardware store of Clarissa.

Knowlton and Ellis have sold their hardware at Fairmont to Siehl Bros.

Hammer Brothers are now the sole owners of the Hammer Brothers and Larson's hardware and implement business at Lakeville.

Wm. Footh and Son have purchased a hardware business at Mapleton.

A. L. Hurr has sold his hardware business at Shakopee to Matt Rosen.

The hardware business of D. M. Peshak at Spring Valley has been sold to Hamlin and Hawkins.

Al Appert will engage in the hardware and implement business at St. Cloud.

#### Missouri.

Alex Rankin and D. C. Wood have purchased a hardware store in Maitland and Mr. Wood will be the manager of the store.

Samuel I. Drysdale, Lexington, has sold his hardware business at the corner of 10th and Main Streets to Raymond Mayer and Ralph W. Campbell, who have assumed charge.

P. A. Peer of Jerice has sold his stock of hardware to W. J. Long at Greenfield.

O. A. Lincoln sold his interest in the hardware business at Burlington to Mutti and Brosn of Hopkins, and R. E. Caudle sold his interest in the same store to Leon Severs and Earl McCleve. Severs will be manager for the new firm.

#### Montana.

C. A. Anderson has opened a hardware business at Circle. Rose Hardware Company, Three Forks, has been incorporated for \$25,000.

#### Nebraska.

G. H. Kinsey has purchased the hardware business of Walter Cummins at Arcadia.

J. G. Wright sold his hardware business at Hebron to W. M. Sharp.

Herman Rexin has disposed of his hardware to Fred E. Romberg at Scribner.

#### North Dakota.

C. F. Behl of Hettinger has sold his hardware store to Wm. Fried and Son.

Glen Potter has purchased the hardware of G. E. Child at Lomis.

Karl Goehring has sold his hardware at Menno to G. Quast and Brother.

#### Ohio.

Gedeon Hardware Company, Cleveland, has been incorporated for \$10,000 by John Gedeon, Sr., Louis Gedeon, Mary Gedeon, Frank Gedeon and Marie Gedeon.

#### Oklahoma.

Gates-Nichols Hardware Company, Tulsa, has been incorporated for \$100,000 by W. F. Nichols, F. E. Gates, and W. C. Gates.

Adair County Hardware Company, Westville, has been incorporated with a capital stock of \$15,000 by W. J. Doke, Bentonville, Arkansas; L. P. Kemper, Siloam Springs, Arkansas, and Morgan McMichael, Rogers, Arkansas.

F. W. Garrett has taken over the hardware and harness business of Garrett Brothers at Broken Arrow.

#### Tennessee.

Justus and Company of Knoxville has been incorporated for \$5,000 by H. N. Justus, J. R. McShadden, J. A. Wright and R. W. Wright.

#### Texas.

W. S., J. W., and P. M. Richmond have purchased the Goodman Hardware Company's business at Clarksville and will continue the business under the name of Richmond Hardware Company.

Harp Abernathy has sold his hardware business at Pittsburg to Nichols and McWatters.

Thurman and Nich Higginbotham, Stephenville, have formed a partnership and have bought the W. P. Orr stock of goods, comprising hardware, queensware, sporting goods, saddlery and harness.

John S. Smith, San Angelo, who has been a stockholder in the Findlater Hardware Company for some time, has disposed of his interest to John Findlater, president of the company.

#### Wisconsin.

Frank Zweck has bought the metal working department of the J. V. Zweck Hardware Company at Beaver Dam.

Bischel Brothers have purchased the hardware business of D. Jenkins at Dousman.

Harris A. Smith of Gildfroy, Montana, has purchased the hardware stock of Wildman-Marsh Hardware Company, Florence.



# ADVERTISING CRITICISM AND COMMENT

*Helpful Hints for the Advertisement Writer*

The day is definitely registered in the annals of the past when it could be said that doubt existed as to the advisability of adding a stock of automobile accessories to the lines ordinarily carried in a hardware

in the advertisement of the Palace Hardware House reprinted herewith from the *Erie Dispatch* of Erie, Pennsylvania. Enough variety of accessories is mentioned in this copy to carry the impression of ample stocks. The statement of prices puts the capsheaf upon the excellence of the advertisement.

\* \* \*

It is impossible to state in advance of the actual work how much it will cost to rebuild an automobile

radiator. The extent of damage or leaks can not be determined except during the process of repair. The task may take an hour or five hours. Hence it is not advisable to offer a general estimate of prices for the work in an advertisement, such as that of D. L. Tullis which appeared in the *News Republican* of Kenton, Ohio. The next best thing to do is to convey to the prospective customer the assurance that the advertiser can repair or rebuild any type of radiator, and, at the same time, to give the impression of reasonable charges and trustworthy workmanship. The advertisement of D. L. Tullis would be stronger if he added a few words to the effect the bills he renders to his customers are moderate and the work performed in a satisfactory manner.

WE CAN BELIEVE ADVERTISEMENTS.

We can believe the advertisements we read because the best business men know that truthful advertising pays best, says a bulletin from the Associated Advertising Clubs of the World, New York. The business man who lies in an advertisement is more than a knave—he is a fool in the bargain. We deal with people we trust, and we do not trust those who are untruthful. Buying from advertisers gives assurance of the best qualities for the money.

\* \* \*

Borrowed trouble commands highest rate of interest.



**PALACE  
HARDWARE  
HOUSE**  
913 TO 915 STATE STREET

One of the Largest Stocks of Dependable

## Automobile Accessories

To Be Found in the City

**AUTO CLOCKS**



A varied assortment, high grade makes, thoroughly reliable.

**\$2.50 Up**

Cocoa Running Board Mats .....\$1.00 and \$1.25

Windshield Cleaners; fits any car .....50c to \$2.00

Ford Cut-outs, complete .....\$1.50

A. & K. Ford Timers, guaranteed .....\$1.50

Pyrene Fire Extinguishers, with bracket .....\$10.00

Storage Battery Hydrometers .....65c to \$1.00

Golden Rod Tire Pumps .....\$3.50

Running Board Tool Boxes \$2.50

**SPOT LIGHTS**



Several styles in stock, complete with all equipment.

**\$4.00 Up**

Aluminum Ford Radiator Caps ..... 30c

Radiator Auto-Spin Flaps ..... 50c

Mohair Auto Top Dressing, pint ..... 85c

Pantasote or Leather Top Dressing, pint ..... 75c

Mohair or Pantasote Patches, 3x12 ..... 50c

Carborundum valve Grinding Paste, can ..... 50c

Needsfoot Oil for Dry clutch, pint ..... 25c

Flower Vases for closed cars, .....\$1.00 to \$2.50



**National Spark Plugs, 1 in., firing surface, all sizes \$1.00**

**Lyons Bumpers, one of the very best made, \$12.50 and up.**

Automobile Greases and Oils for all purposes.



**AJAX TIRES AND TUBES**  
The Best Value Your Money Can Buy.



A stock of highest grade linings in lengths and sizes to fit all cars. Best Grade Chamois Skins, in small, medium and large sizes. 75c up. now stock of Spring and Summer Driving Gloves.

**Palace Hardware House**  
913-915 State Street.

store. From every quarter of the country come reports of gratifying profits and growing business from this important branch of the trade. The profits can be materially increased, however, by the right sort of publicity of which an excellent example is furnished



# HEATING AND VENTILATING

## WARM AIR HEATING IS A FACTOR IN THE PROMOTION OF HAPPINESS.

It is not often that happiness is used as an argument in business. Yet, rightly understood, there is no more persuasive line of reasoning in the propaganda for wider use of warm air heaters. The foundation of happiness is comfort. One of the foremost medical authorities and scientists of this country, Dr. George W. Crile of Cleveland, Ohio, gives proofs of this fact in his noteworthy book, *Man—An Adaptive Mechanism*. He shows that laughter is "more common among healthy and happy, well-fed and comfortable individuals than among the diseased, the oppressed and the poorly nourished. Laughter is more common among civilized than among savage races, and among highly intellectual individuals than among the stolid and crude inhabitants of the waste places of the earth. It is more frequent among individuals whose lives lie in the easy ways of luxury and leisure than among those whose waking moments are filled with an abundance of muscular activity. The Indian, the Eskiman, the Hottentot laughs seldom, according to our standards. The Canadian woodsman, the mountain guide, the lonely cowboy, the range rider of the western plains, the heavy burden bearers of the Orient, the field workers among the poorer peasantry of the European countries, the women miners of Belgium, are all less prone to laughter—and also to weeping—than the excitable mental workers of American cities, or the lazy, well-fed and happy-go-lucky negro plantation 'hands.' The energy of the savage and of 'the man with the hoe' like that of animals is preëmpted for a physical contest with nature. In the individual whose life lies in softer places there is always an excess of energy above purely muscular needs."

Comfort of body is essential to comfort of mind. The proper kind of warmth in winter is necessary to comfort of body. That warmth must keep the atmosphere of the house clean and fresh and with a due amount of moisture. The dry air of steam-heated homes is irritating and productive of respiratory and skin troubles. It tends to breed unhappiness through its physical discomfort. Petty differences of opinion are magnified into quarrels which, not unfrequently, eventuate in the breaking up of family ties. Nagging, fault-finding, peevishness, and other manifestations of bodily discomfort are capable of interpretation in terms of physical influences. The nearer we approach to normal conditions in our environment, the greater is the likelihood of our acquiring robust health.

For instance, it is now widely recognized by pathologists that the adrenal glands, situated near the kidneys, exercise a powerful influence in controlling the blood-pressure of the body. These glands are

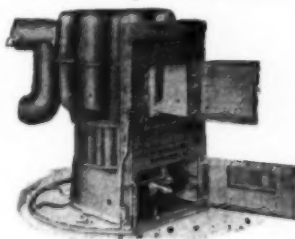
among the first to be affected by worry. In other words, worry raises the blood-pressure and thus weakens the resistive powers of the system. Disease has a better chance of gaining lodgment in the body under such conditions. The individual whose environment is lacking in normal requirements is more subject to the influences of worry—as, for example, in a wrongly heated house.

There is, then, an ethical and social aspect to warm air heating which deserves to be studied. Happiness is requisite to good workmanship, pleasant merchandising, and orderly administration of affairs. Although no statistics have yet been compiled upon this interesting subject, it is highly probable that, other things being equal, the best merchants, the most courteous and successful salesmen, and the cleverest mechanics are those whose homes are kept cosy and comfortable—with the correct degree of moisture and temperature—by means of a warm air heater.

All this is merely a hint of the possibilities of studying and marketing the warm air heater from a comparatively new angle. It affords a mine of virginal ore to be worked into rich yields through advertising and educational campaigns by national and local associations of manufacturers, dealers, and installers of warm air heaters.

## EMBODIES FORTY YEARS' EXPERIENCE.

A volume of truth is condensed in the statement of the American Foundry and Furnace Company, Bloomington, Illinois, that "real prosperity is earned only by furnishing honest, well-made goods, prompt service, and by courteous treatment of customers." This



Open Dome, Self-cleaning Warm Air Heater, Made by American Foundry and Furnace Company, Bloomington, Illinois.

Company has carried on a successful business during forty years—an evidence that it has consistently practiced its own preachments. It is reasonable, therefore, to expect to find embodied in its products the sterling qualities whose maintenance is necessary to continuous prosperity.

The American Warm Air Heater, illustrated herewith, manufactured by the American Foundry and Furnace Company, possesses the advantages of forty years' experience. Every part is built for service and satisfaction, so that the customer recommends the heater to his friends and new business is thus developed for the dealer. An attractive proposition to dealers and installers, together with catalogues, will be sent upon request to American Foundry and Furnace Company, Bloomington, Illinois.

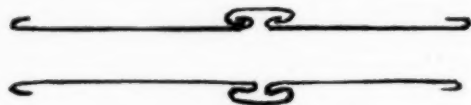
### SEEKS INFORMATION ABOUT LOCKS USED IN CONNECTING SHEET IRON VENTILATING DUCTS.

Progress in the heating and ventilating trade and sheet metal work in general is made whenever efforts are put forth for the improvement of established methods of operation. Indeed, all mechanical and industrial advancement is due to the constant striving after better and more efficient systems of workmanship. The telephone and the cash register would still be crude and cumbersome inventions if the men engaged in making them were satisfied with the designs originally in use. Constant betterment and, incidentally, greater simplicity of construction have marked the development of the various crafts which constitute American industry. No detail is too small or insignificant to be overlooked as a possible factor in such evolution toward better workmanship. Therefore, it is worth the attention of our readers to put their wits to work in trying to devise a solution for the difficulty presented in the following letter:

To AMERICAN ARTISAN AND HARDWARE RECORD:

We are sending you a rough sketch showing locks used in connecting sections of vertical and horizontal galvanized sheet iron ventilating and heating ducts in schools and other public buildings.

We have a ventilating job on our hands and we



Horizontal Ducts, Illustrating Lock Joint Used.

submit a rough outline of locks we have used in installing ventilating jobs in the past. The reason we are now writing you is to find out if there is any other and more practical method of making locks.

Doubtless, among your readers there are many who have given thought to this same difficulty and have, perhaps, worked out a better method of making the locks. If so, they probably would be kind enough to inform us through your columns concerning any improvements which would be superior to the locks now in use.

Yours very truly,

KECKONEN HARDWARE COMPANY.  
Calumet, Michigan, August 16, 1919.

### OFFERS ADVERTISING COOPERATION.

The interest of the manufacturer does not end with the sale of his product to the dealer. It extends to the sales which the dealer makes to the consumer. Logically, the more the dealer sells of a commodity the more the manufacturer is called upon to make of that commodity. The Standard Furnace and Supply Company, Omaha, Nebraska, is well aware of the cogency of this reasoning. Therefore, this Company

does not rest satisfied with the delivery of its Nesbit Warm Air Heater to the dealer and the collection of the account when due. Realizing that it can not derive greater income from its business unless the dealer's trade is proportionately increased, the Standard Furnace and Supply Company exerts every effort to promote the dealer's business as well. Consequently, it offers advertising cooperation to the dealer and pays part of his advertising costs. On another page of this issue of AMERICAN ARTISAN AND HARDWARE RECORD is an excellent example of the kind of advertising copy which this company prepares for the dealer, featuring the Nesbit Warm Air Heater shown in the accom-



Nesbit Warm Air Heater, Made by Standard Furnace and Supply Company, Omaha, Nebraska.

panying illustration. No sensible man nowadays denies the powerful influence of correctly designed advertising in building up trade. The advertisements which the Standard Furnace and Supply Company has prepared for use in cooperation with the dealer are carefully written and strongly illustrated, and have brought gratifying results wherever used. It will be to the benefit of dealers, therefore, to get into communication on this subject with the Standard Supply and Furnace Company, 407-409-411-413 South 10th Street, Omaha, Nebraska.

### HAS A PROFIT SHARING POLICY.

Warm air heater dealers and installers require nourishing food with about the same degree of frequency as men engaged in other avocations. Consequently, they look for an income from their business. The pleasing experience of having their names cast in big letters on the front of a heater as installers is well enough in its way, but it is not a substitute for substantial profits. They are interested in getting something more than a bare living out of their work. Hence, they are likely to investigate any proposition which offers them an opportunity for increasing their



margin of gain. That is why considerable attention has been attracted to the announcement by the Rudy Furnace Company, Dowagiac, Michigan, of a Profit Sharing Policy in connection with its line of warm air heaters. Built of high grade charcoal iron and possessing many improvements of distinctive value, the various sizes of Rudy Warm Air Heaters are declared to be satisfactory alike to dealer and customer. To the dealer, the Rudy agency is said to mean an established trade which develops through the cooperation of the manufacturers as well as through the service and economy which the customers derive from the Rudy Warm Air Heaters. Full particular concerning the profit sharing policy may be obtained by writing to the Rudy Furnace Company, Dowagiac, Michigan.

#### **DECLARES DEALER HAS NO TROUBLE IN GETTING BUSINESS.**

The many new homes which have been planned in practically every part of the country present opportunities for business to the dealer in warm air heaters.



Modern Way Pipeless Warm Air Heater, Made by Modern Way Furnace Company, Fort Wayne, Indiana.

The choice of a heating system can be influenced by education through advertising and personal solicitation. In numerous instances, the pipeless warm air heater will be suitable for the needs of the new house or can be installed in place of heating stoves that have proved to be unsatisfactory for obvious reasons. There is no doubt that this trade can be secured. But it will not come automatically. It must be won by intelligent publicity and active salesmanship. The Modern Way Furnace Company, Fort Wayne, Indiana, has had much experience in aiding dealers

to get heating contracts in connection with its Modern Way Pipeless Warm Air Heater, which is depicted in the accompanying illustration. This company asks an opportunity to convince dealers regarding the merits of its product. Details concerning the success of other dealers in building up a lucrative heating business through the Modern Way agency will be sent upon application to the Modern Way Furnace Company, Fort Wayne, Indiana.

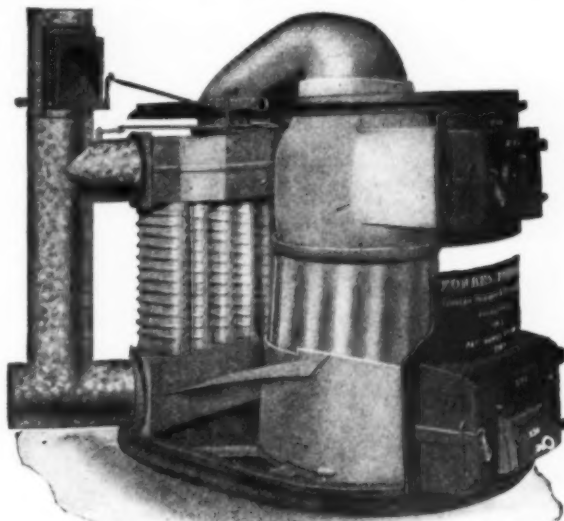
#### **IS READY TO PROVE ADVANTAGES.**

In the pioneer days of the pipeless warm air heater many difficulties were encountered. Some enthusiasts tried to make it adaptable to conditions for which this type of heater is not adequate in principle or construction. Opposition developed in many quarters. Problems confronted the manufacturers which required painstaking research and experiment for their solution. Foremost among the enterprising makers of warm air heaters who undertook the work of per-

fecting the pipeless warm air heater is the Henry-Miller Foundry Company, Cleveland, Ohio. As a result of its labors in this branch of the industry, the Company has produced the Moncrief Pipeless Warm Air Heater in which it claims to have solved all the problems of scientific pipeless warm air heating. It stands ready to prove the advantages of the Moncrief Pipeless Warm Air Heater and invites inquiries with this object in view. Not only is this heater built to give satisfaction to the customer, but it is sold to the dealer at a price which nets him a snug profit. Reports from dealers who have agencies indicate a steady business with regular income from the handling of this heater. Full description, catalogues, circulars, and proofs of the advantages of Moncrief Pipeless Warm Air Heater can be obtained by writing to The Henry-Miller Foundry Company, Cleveland, Ohio.

#### **ALLOWS AMPLE ELEVATION TO PIPES.**

The peculiar feature of the Forbes Warm Air Heater, shown in the accompanying illustration, is that it is only four feet, three inches high. The manufacturers, the Tubular Heating and Ventilating Company of Philadelphia, Pennsylvania, state that this is particularly commendable as it gives ample elevation to warm air pipes and is well adapted to low cellars. The principal characteristic of the Forbes heater is the radiating manifold. The Company states that all the heat that usually goes up the chimney is extracted and retained by means of this device, and leaves sufficient heat in the smoke and gas to create a good draft, by forcing this heated air through the house. All cold air must pass between the flues of this radi-



Forbes Warm Air Heater, Casings Removed, Showing Radiating Manifold, Made by the Tubular Heating and Ventilating Company, Philadelphia, Pennsylvania.

ator which is placed on the back of the heater near the bottom. Solid extended wings or fins are provided for each vertical flue of the radiator. The radiator is made exclusively of cast iron, and as there are no joints in the flues, is said to be absolutely gas-tight. The Tubular Heating and Ventilating Company, 228 Quarry Street, Philadelphia, Pennsylvania, is at all times ready and willing to furnish any information about the Forbes heater to those desiring it.



# PRACTICAL HELPS FOR THE TINSMITH

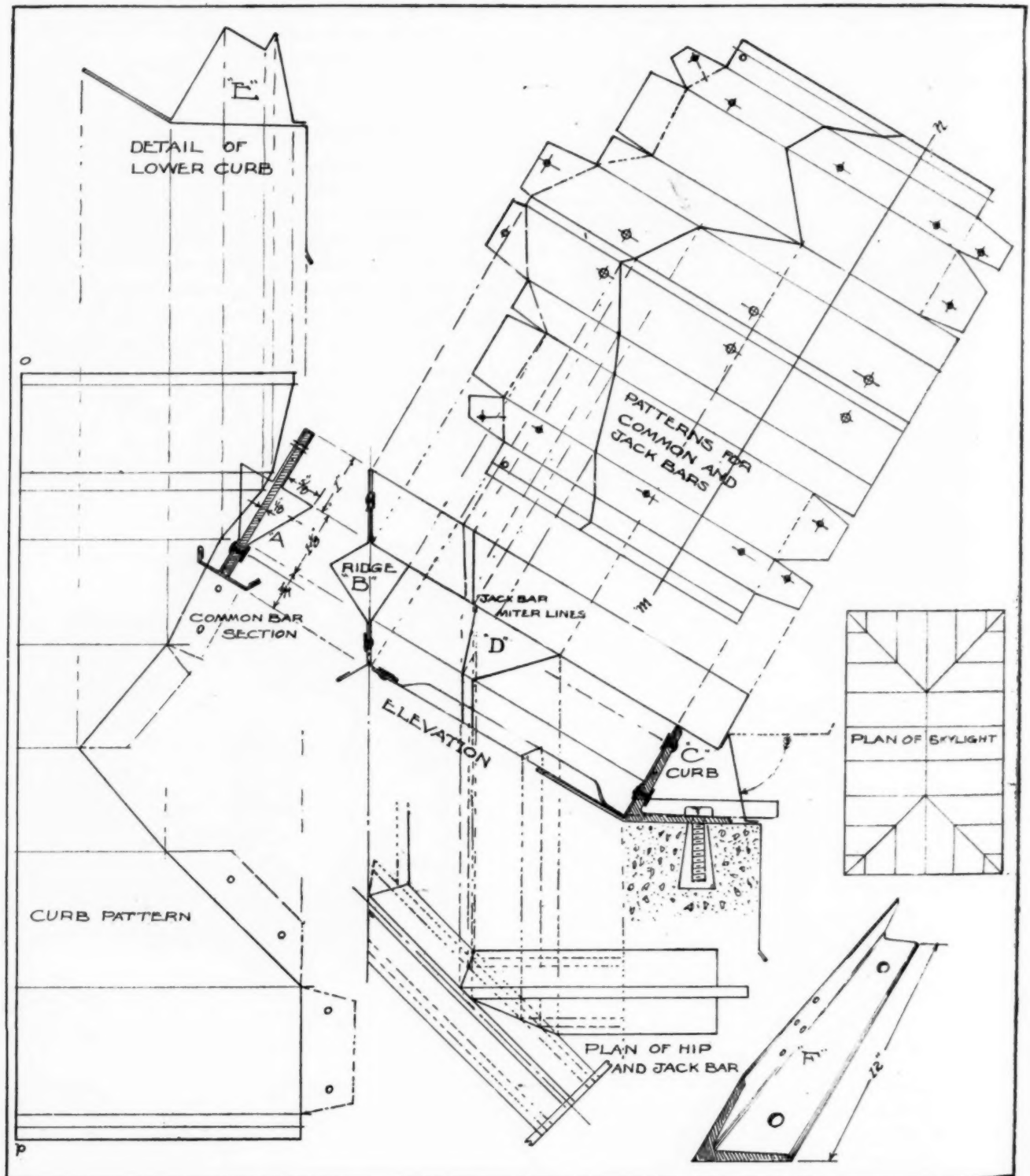
## PATTERN FOR HIP SKYLIGHT.

By O. W. KOTHE.

Skylights pattern we often find advertised just like ready to wear apparel. It sounds wonderfully fine

them, altogether too often the conditions of the skylight must be made to suit the pattern, and right here there is trouble. It is much like putting a fat man in a slim man's suit of clothes.

The same idea holds good by multitudes of trades-



Pattern for Hip Skylight.

to the great mass of tradesmen, both journeymen and employers. They think oh my, look at the mental effort I save here. But when it comes to applying

men after some fly catching pattern drafting method. In too many cases it is found the fitting must be made to suit the method. Now in the shop we have specific

ittings to get out. The fitting requires its own original treatment, and again someone has lost his faith in this ready to be made stuff.

In skylight work there is much required in the shape of odd designs, shapes, weight of construction, etc. We cannot have one set of patterns and expect to make all skylight required for any and all jobs. But special patterns must be made to suit the requirements of the skylight.

So in this case we have one of a heavier construction. We change the design of common bar section "A" to give it greater height and place a core iron in the fins. It measures  $2\frac{7}{8}$  inches over all, and has a glass shoulder of  $\frac{5}{8}$  inch. We can make the pitch at 30 degrees, although it can be made a  $\frac{1}{4}$ ,  $\frac{1}{3}$  or  $\frac{1}{2}$  pitch as desired. From the common bar section "A" the elevation is drawn, making the ridge "B" and lower curb "C" to conform with the lines of common bar section.

Owing to the length of bars, and the pressure exerted against the lower curb, it is well to reinforce it somewhat. This can be done by having the blacksmith make closed bevel angles about 12 inches long. These are placed beneath each common bar and riveted as shown.

If concrete roof is met with then expansion bolts are placed one on each end as in sketch "F". On wood construction lag screws should be used. This enables running the condensation tubes between the angles.

The workman could not think of making this skylight out of anything lighter than 24 or 32 gauge. The ridge bar "B" really requires no core bar, because the common bars meet together and are riveted through the fins. Thereby really supporting itself and the ridge only acts as a shoulder for the glass rest. At the bottom of ridge no condensation gutter is required, since there is not condensation up there.

Patterns as the common bar are merely butt miters that can be developed direct from elevation. To do this pick the girth from section "A" and set on a line as m-n at right angles to the pitch line of elevation. Draw stretchout lines and from each point in ridge "B" and curb "C" project lines cutting those in stretchout of similar number. This gives the exact miter cut of pattern, and to this laps for soldering and rivetting must be allowed as shown. Bolt or rivet holes can be marked and punched in the flat, but extreme accuracy must be employed. If the workman is not sure of his holes, he must try them out first.

The Jack bar is of the same pitch as the common bar, only it butt-miters against the hip bar. So to obtain the exact miter cut, a plan of hip and jack bar must be drawn. The projecting spaces can be transferred from "A" into plan by means of paper strip or with dividers. When lines are drawn, the miter cut of plan is produced. Observe the center line of hip in plan must be on a 45 degree angle, while the jack bar is horizontal.

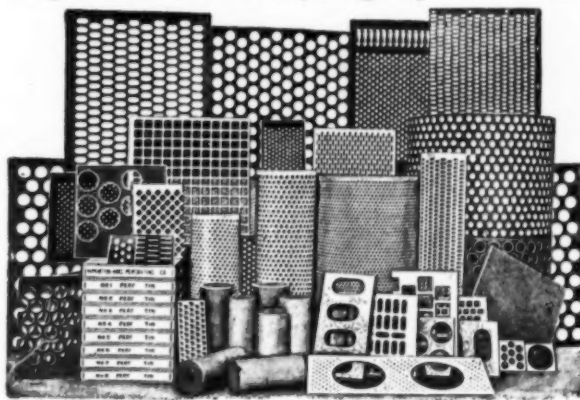
Observe by erecting lines from all points in miter line of plan to intersect similar lines in elevation, we thereby draw the jack bar miter line shown by "D". Having these established the pattern is projected the same as the common bar. Laps must be allowed for soldering and rivet. Rivert holes must be made in

the hip bar fins to permit riveting the jack bar laps. In plan of skylight we see all jack bars come together and so two holes would answer the purpose.

Pattern as required for the curb "C" is laid out the same as any square miter. For convenience we transfer the curb as at "E". Pick the girth by stepping off each member as o-p in pattern and then develop the miter as shown. Holes to rivet the common bar end and the angle iron together must be laid off to suit. The back half of curb "C" is left at an angle until the skylight is set and condensation tubes are in. Afterwards it is closed down and tacked with solder. The layout for hip bar will be taken up in another issue.

## PRODUCTS COVER WIDE RANGE OF USE.

The Harrington and King Perforating Company of Chicago, Illinois, carries anything in perforated metal,



Group of Perforated Metal Products, Made by The Harrington and King Perforating Company, Chicago, Illinois.

including perforated tin and brass in standard sizes. They are manufacturers of perforated steel plates and sheets, black and galvanized, and perforated sheet copper, bronze, aluminum, lead, zinc, monel metal and other alloys. This Company makes screens, plates and sheets for ores, coal, stone, cement and all kinds of grain cleaning and sorting apparatus for centrifugal linings, filter press plates, drying floors, false bottom strainers, extractor baskets, revolving screens, shaking screens, and chute screens. The Company makes grilles and ornamental screens for air vents, heat vents, ventilators, radiators in private and public buildings, to suit the local requirements. The Harrington and King Perforating Company is located at 610 North Union Street, Chicago, Illinois, with a New York City office at 114 Liberty Street and it will be pleased to furnish further information to those requesting it.

## EXPLAINS HOW TO MAKE SOLDERING FLUID IN THE SHOP.

On the theory that a sheet metal mechanic ought to learn as much as possible about his work, the following directions for making a soldering fluid are submitted: Collect scrap zinc about the shop and place a few pieces of it in an earthen jar containing muriatic acid. Caution should be used, and the work done in open air, for the reason that violent chemical action takes place giving off fumes which are very injurious to the lungs, and will corrode any bright metal work which may happen to be nearby.

Enough of the zinc pieces should be added so that after the action is completed there will remain in the bottom of the jar portions of the pieces, and the fluid is then ready to be used. The mechanic should bear in mind that this fluid should not be used when soldering electrical work as it sometimes causes a resistance that is injurious. Either rosin or a special soldering paste is better to use in this kind of work. If soldering copper it should first be tinned, which will make the work much easier and often make unnecessary the use of a soldering iron.

#### PUBLISHES CATALOGUE OF ARTISTIC WEATHER VANES.

An unusually attractive and comprehensive variety of weather vanes is made by the Friedley-Voshardt Company, Chicago, Illinois, and illustrated in a new catalogue of weather vanes just issued. In the center of the first page is shown a vane with the United States flag, 14 x 20 inches in size. The finial, size 5 feet 6 inches high, is made of zinc and galvanized iron with ball bearing. Among vanes depicted in this artistic catalogue are full moon vane, eagle, auto wheel, stork, fish, ear of corn with husk, horses in various striking poses, sheep, cows, roosters, and several conventional designs. Only the best material is used in the manufacture of these vanes, so that they are extremely durable in spite of the corroding influences of exposure to all kinds of weather. A copy of this excellent catalogue, together with any desired information, can be had by applying to the Friedley-Voshardt Company, 733-737 South Halsted Street, Chicago, Illinois.

#### GIVES SERVICE AS PART OF QUALITY.

Nowadays the distribution of a commodity is not completed unless it renders satisfaction to the consumer. This is a service which has come to be considered an essential element in every estimate of quality. No matter how good the material and workmanship of a thing may be it can not be said to possess quality in the modern acceptance of that term unless service goes with it. Service and quality are inseparable. If one were inclined to split hairs, it might be argued that the intrinsic value of a thing is not changed by the manner in which it is marketed. But this would be merely a quibble. In the business world of today we look for and appreciate promptness, courtesy, intelligent understanding of our needs and adequate supplies with which to satisfy them—all as part of the distribution of the commodity. These facts are clearly recognized by the Dearborn Steel and Iron Company, Chicago, Illinois, and put into practice in every detail of the marketing of their product. Blue annealed, black, and galvanized sheets of grade and gage to meet the varying requirements of the trade are kept in stock and delivered through a service which is intelligent and accommodating. Sheet metal contractors and others needing such products will find it much to their advantage to write for Stock and Price List to the Dearborn Steel and Iron Company, 320-328 East North Water Street, Chicago, Illinois.

#### PROHIBITS THE USE OF WOODEN SHINGLE ROOFS.

As the result of a recent fire in Mobile, Alabama, which destroyed nearly 200 residences at an estimated value of \$750,000 and which threatened to destroy shipbuilding and harbor facilities valued at many millions of dollars, the City Commission has passed an ordinance prohibiting the construction of wooden shingle roofs in the future. The ordinance provides that "it shall be unlawful within any portion of the City of Mobile lying west of the River Mobile to roof or cover any house, building, shed or other structure, on top, with wooden shingles or any other form of lumber or wooden material as the exterior covering thereof; providing, however, that nothing in this ordinance contained shall prohibit or prevent the repair to an amount not exceeding one-tenth in extent during any calendar year of any shingle or wooden roof now and at the time of such repair lawfully existing."

#### IS DURABLY CONSTRUCTED.

Clayton and Lambert Manufacturing Company, Detroit, Michigan, make the Number 21 Coil Fire Pot depicted in the illustration herewith. The tank is made of heavy gage seamless drawn steel, tinned



Number 21 Fire Pot, Made by Clayton and Lambert Manufacturing Company, Detroit, Michigan.

inside and out which prevents rust. It is fitted with the Patented Cushion Protection Band that protects the base from injury. It has a large funnel and filler, heavy uprights, and a large valve. There is a one piece steel shield and a heavy malleable top plate. All burners and coils are made of extra heavy steel. A good rubber bulb supplies the air pressure and it is fitted with a patented automatic brass pump. This Number 21 Fire Pot supplies a steady blue flame of great heat and works perfectly in windy weather. It is smokeless, noiseless and odorless and can be used by tanners, roofers, plumbers, electricians and metal workers. Catalog and more complete details may be obtained by writing to the Clayton and Lambert Manufacturing Company, Detroit, Michigan.

#### MAKES HIGH GRADE PRODUCTS.

The line of products made by C. G. Hussey and Company of Pittsburgh, Pennsylvania, has long been known for its excellence of material, durability and high-grade workmanship. This Company knows the value of good articles and during the years it has been in business has constantly improved its output. A varied line of products is made by this concern including miters, shoes, elbows, eaves trough, conductor pipe, rivets, spikes, nails, tinned and polished copper, roll copper, sheet copper and bottoms. Dealers would do well to address C. G. Hussey and Company, Pittsburgh, Pennsylvania, and secure price lists and detailed information.



### TREATS APPRENTICESHIP PROBLEM.

At the August meeting of the Master Sheet Metal Contractors' Association of Milwaukee, Wisconsin, as reported in last week's issue of AMERICAN ARTISAN AND HARDWARE RECORD, an instructive address on the apprenticeship problem was delivered by Stewart Scrimshaw, Supervisor of Apprenticeship, Industrial Commission of Wisconsin. It is reprinted herewith because of its valuable suggestions:

"If I were to take up any subject you can think of and go around the room to every individual man in this audience and ask his personal opinion on any point, I would get as many different opinions and as many different views as there are men in the room. The subject of apprenticeship is no exception to the rule. If I were to ask every member his opinion on the subject of apprenticeship, I would get as many opinions as there are men in the room. This is a condition which in human affairs we must expect. However, in spite of this fact, we find everywhere in the industrial world that groups of men are working together. We find things are accomplished by united effort; we find that it is possible for men differing in personal views to agree to do a great many things in cooperation. As a matter of fact, this is the only way we can get progress in the world.

"Whatever may be our particular opinion on the apprenticeship problem there are conditions which are common to us all. In the first place, every contractor in the sheet metal trade knows that it is hard to get properly skilled and trained mechanics, and yet we go on still hoping against hope that by some providential process well trained mechanics will come across our path, and we go on hiring and firing, and hiring and firing until we get pessimistic. Then perhaps some critic comes along and says that these conditions are due to the fact that we have certain new laws on the statute books. When a law is put on the statute books there is a reason for it. When the apprenticeship law was passed by the legislature of 1915 it was to meet a very great need. Good mechanics were growing scarce, apprentices, as a general thing, were not being taken on. Where an employer did take an apprentice his usual experience was that this apprentice would be taken from him by another employer just about the time this fellow became useful. It was to induce all employers to assume their responsibility in this matter, and to assure employers that others would not steal their apprentices that a law was enacted covering the subject of apprenticeship, and providing for apprenticeship supervision by the state. This was necessary for more than one reason. Our experience in this country during the last fifty years has shown conclusively that apprenticeship controlled either by the employers alone, or by the trade unions exclusively, results in bad experience. Apprenticeship can succeed only when there is an impartial authority to supervise the system, and the best impartial authority that we can think of is the state.

"The state of Wisconsin, however, does not pass arbitrary rules on apprenticeship. The legislature lays down some general principles governing apprenticeship and leaves the Industrial Commission to work through trade committees to determine the details.

"Let me draw your attention briefly to some of the fundamental points of the law. It requires, first, that minors learning any trade, craft, or business should have their agreement in writing, one copy of which shall be filed with the Industrial Commission, one retained by the employer, and the other given to the apprentice. The law requires that during the first two years of the apprenticeship the minor shall attend a trade supplementary school at least five hours per week, or the equivalent. The law requires that the agreement shall contain a statement of the fundamental considerations of the apprenticeship agreement which are, namely: the statement of the length of the apprenticeship; secondly, a statement of the processes and experiences through which the apprentice is to pass; thirdly, a statement of the minimum wages that are to be paid and a statement of any other special provisions which in any particular case may be set forth.

"The regulations of any particular trade are determined by the findings of a trade committee, which is appointed by the Industrial Commission of Wisconsin to advise the latter on matters of technical interest. In this, the sheet metal trade, we have now formed such a committee and it is to be hoped that it will eventually work out some standard apprenticeship arrangement which will bring the desired apprenticeship system for this trade.

"I would like to call the attention of you gentlemen to a point which you perhaps already know, that the Europeans train their mechanics and they are after the world's business. We don't train ours and yet we expect to get this business, as it were, by divine right. Don't let us delude ourselves. We pay the highest wages of any country on the earth and very often we get the most inefficient mechanical ability. In this nation our industry has been developed along the line adapted to the influx of untrained common labor. In other words, we have invented machinery which could be easily handled by an unskilled man, until we have our machines so complex and so superhuman that when we need the men to set up these machines and to make them we find a great shortage. In the future we must more and more train the men to handle the industrial processes rather than to seek entire satisfaction in adapting industrial processes for the inefficient man. As I have often said, mechanics do not drop ready made from the skies, neither do they rise out of the waters of Lake Michigan. They have to be trained, and unless the people in the trades expect to get something for nothing, which no one really can get, it is necessary that a system of apprenticeship be invoked that will prepare the American boy to take his place in the skilled ranks of industry. In Wisconsin the way is made simple. The state provides the technical equipment and the instruction which the employer would not be in a position to provide. All the state asks of the employer is that he take a boy and give him the right kind of show and instruction in the shop and to send him to the school for technical instruction and theoretical training. The good that the boy gets out of this school is more than reflected in the added efficiency of his work in the shop.

"Does some one object because the state has entered

into this enterprise, who thinks that the boy after fourteen years of age and after he has gone to work should be left without any further educational opportunity? Let me call your attention to the fact that in this country we properly spend millions and millions of dollars for secondary and higher education, and yet when we analyze the condition how many of the population really experience the direct benefit of the secondary and higher education? It is a significant fact that somewhere about 90% of the population never get into any secondary school and never see the college campus. If this is the case, and in view of the fact that in a democracy we concede that it is the right of every boy and girl to have the high school education, we certainly should not resent a little money being spent on vocational education, because we all know that if all the boys and girls wished to go to high school the community would have to turn around and spend millions and millions of more dollars to enlarge the high schools and institutions to accommodate the great influx. But instead of doing that, all we are called upon to spend is a small fraction of such a sum to give the working boy and girl a better chance to make him more intelligent and make him appreciate to a higher degree his daily work. Surely a man who argues against the expenditure of a little money for this purpose is throwing dust in his own eyes.

"Some employers contend that they cannot get boys to be apprenticed. Our experience does not justify the sweeping conclusion, because we know employers who have a waiting list of boys desirous of entering into a four year apprenticeship. Once the boys really are convinced that they will be taught a trade they will not generally hesitate to enter an apprenticeship. However, you can't fool the boys. If you promise to give them a trade, and then exploit their labor by keeping them at one job all the time, you will be sure to meet with failure. The square deal begets the square deal.

"I may say that I appreciate heartily the spirit which your association has shown in this apprenticeship matter, and I feel confident that in the near future something will be worked out which will be of benefit to the trade all over.

"The progressive and enlightened employer must go ahead. He cannot afford to wait for the ignoramus and the 'back-number.' Time will take care of them. In a world which is moving so fast as ours we must be alert to the signs of the times and before the conditions run away with us, we must get busy and do the thing which we all know down in our hearts must be done. Since the work is slow, and since educational processes move like the proverbial tortoise, we must begin at once. Therefore, I anticipate that your committee will in the near future be ready to conclude an apprenticeship arrangement which can be put into operation by the Industrial Commission."

#### MEAN THINGS ARE A BOOMERANG.

I don't reckolekt ov ever doing anything I waz just a little ashamed ov, but what sum one waz sure to remember it, and every once in a while put me in mind ov it.—Josh Billings.

#### NOTES AND QUERIES.

##### Manufacturers of Grain Spouters.

From E. E. Nellans, Mentone, Indiana.

Will you let me know who makes grain spouters?

Ans.—Great Western Manufacturing Company, Leavenworth, Kansas; Hart Grain Weigher Company, Peoria, Illinois.

##### Damper Quadrants.

From Keckonen Hardware Company, Calumet, Michigan.

Please give us the name and address of a manufacturer or dealer located in Chicago from whom we can buy damper quadrants as used in ventilation installations.

Ans.—Central Heating Supply Company, 131 West Lake Street, Chicago, Illinois.

##### Manufacturer of Lakewood Lawn Mower.

From Newman Hardware and Stove Company, 904 Broadway, Columbia, Missouri.

Please advise maker's name and address of Lakewood Lawn Mower.

Ans.—Coldwell Lawn Mower Company, Newburgh, New York, and 62 East Lake Street, Chicago, Illinois.

##### Sherardized Washers.

From R. B. Fitzgerald, Madison, South Dakota.

Can you inform me where I can buy washers like the one enclosed (sherardized)?

Ans.—Wrought Washer Manufacturing Company, Milwaukee, Wisconsin.

##### Automatic Refrigerators.

From D. and F. Kusel Company, Watertown, Wisconsin.

Kindly give us the names and addresses of firms who manufacture automatic refrigerators.

Ans.—Metal Barrel Company, Galesburg, Illinois; Iceless Refrigerator Company, Cleveland, Ohio; The Fridger Factory, 327 North Wells Street, Chicago, Illinois; McClellan Refrigerating Machine Company, 570 West Adams Street, Chicago, Illinois.

##### Power Washer and Gasolene Engine.

From Geigel Hardware Company, Monroe, Wisconsin.

Kindly advise where we can get a power washer and gasolene engine combined.

Ans.—Altorfer Brothers Company, Peoria, Illinois; Automatic Electric Washer Company, Newton, Iowa; H. F. Brammer Manufacturing Company, Davenport, Iowa; Brokaw-Eden Manufacturing Company, Alton, Illinois; Globe Manufacturing Company, Perry, Iowa; Grinnell Washing Machine Company, Grinnell, Iowa; Michigan Washing Machine Company, Muskegon, Michigan; White Lily Manufacturing Company, Davenport, Iowa.

##### Annealed Wire by the Stone.

From H. Phillips, 1023 Jackson Boulevard, Chicago, Illinois.

Will you kindly let me know where I can buy No. 19 bright annealed wire by the stone?

Ans.—Steel Sales Corporation, 129 South Jefferson Street, Chicago, Illinois.

##### Fire Clay Backs.

From A. M. Fairfield, St. Marys, Kansas.

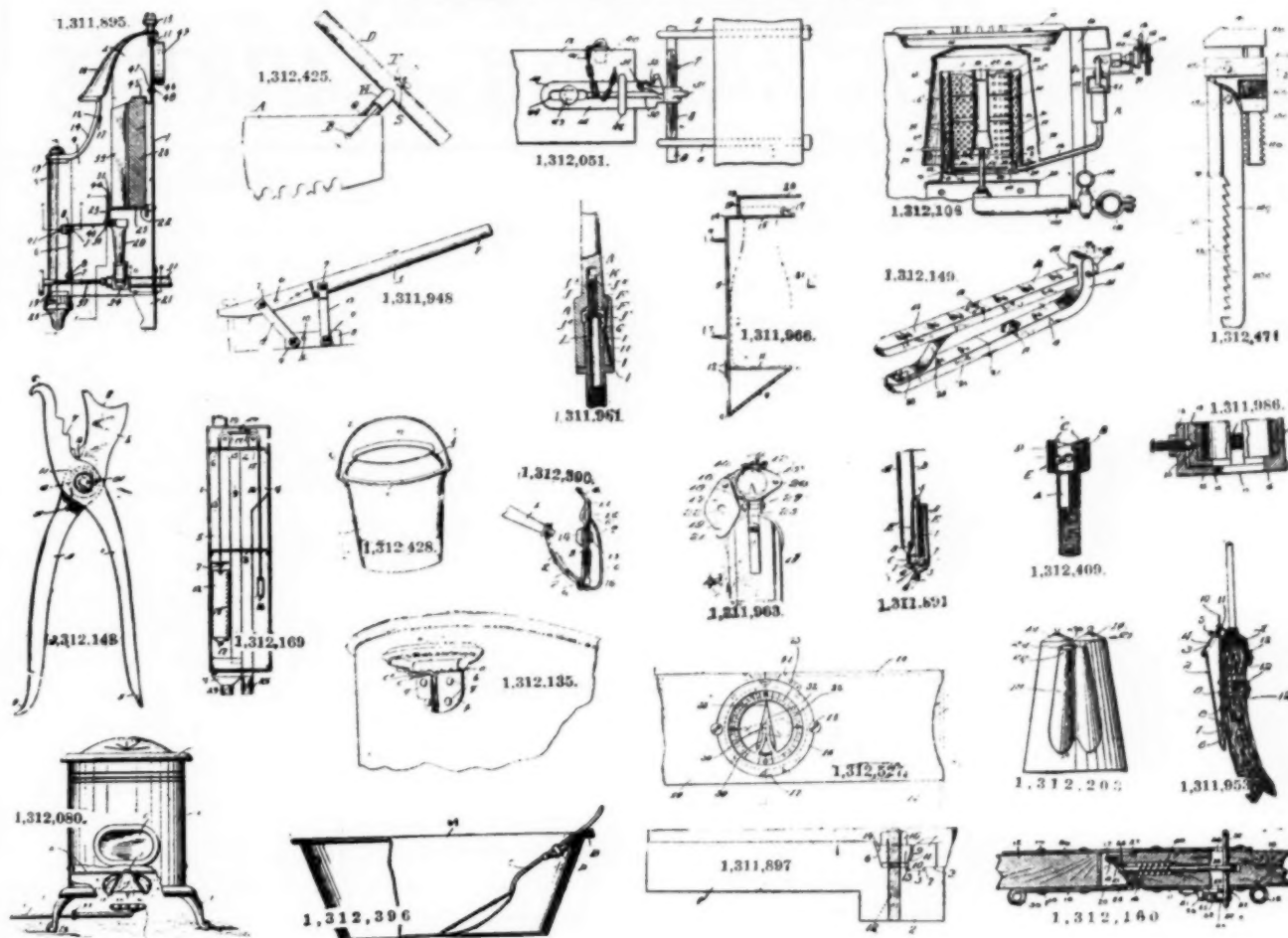
Could you give me names and addresses of firms that handle fire clay backs for lining hot air fire box?

Ans.—Northwestern Stove Repair Company, 660 West Roosevelt Road, Chicago, Illinois; Omaha Stove Repair Works, Omaha, Nebraska.

At a cost of \$20,000, the newly organized firm of D. S. Hessler Company, Syracuse, New York, is erecting a warehouse to take care of its jobbing and sheet metal manufacturing business.



## NEW PATENTS.



1,311,895. Gas-Stove. Alfred H. Humphrey, New York, N. Y. Filed Oct. 16, 1917.

1,311,891. Stove-Door. Herman Herrenbruck and Frederick Andreas, St. Louis, Mo., assignors to Bridge & Beach Mfg. Co., St. Louis, Mo., a Corporation of Missouri. Filed Feb. 15, 1919.

1,311,948. Spike-Puller. William H. Cherry, Nilwood, Ill. Filed Apr. 28, 1919.

1,311,953. Broom Attachment. John C. Dahl, Pine River, Minn., assignor of one-half to Elmer B. Dahl, Pine River, Minn. Filed Mar. 10, 1917.

1,311,961. Gage for Floating-Tool Holders. Emil Gairing, Detroit, Mich., assignor to The Gairing-Needham Tool Co., Inc., Detroit, Mich., a Corporation of Michigan. Original application filed May 31, 1918.

1,311,963. Gun-Sight. Leonard Greenwalt, Antioch, Nebr. Filed Jan. 9, 1919.

1,311,966. Milk-Bottle Container. Joseph John Hannon, Maynard, Mass. Filed May 16, 1919.

1,311,986. Vise. Edward J. Miles, Newton, Iowa. Filed Oct. 22, 1918.

1,312,051. Gate-Latch. Charley Clifton Ross, Springfield, Mo. Filed Jan. 3, 1919.

1,312,080. Combined Gaseous-Fuel and Water-Vapor Burning Heating Apparatus. Henry Wooster Patrick, Mansfield, Ohio, assignor of one-fourth to Evan F. Cleland and one-fourth to Forrest A. Cleland, Mansfield, Ohio. Filed Jan. 4, 1917.

1,312,108. Burner and Stove Construction. William F. Dewey, Kansas City, Mo. Filed Oct. 12, 1917.

1,312,135. Boiler-Handle. Jacob Schaffer, Brooklyn, N. Y. Filed Dec. 4, 1917.

1,312,148. Pliers. William R. Weldie, North East, Md. Filed Oct. 2, 1917.

1,312,149. Nutcracker. Frank Zaljs, Chester, Pa. Filed Sept. 16, 1918.

1,312,160. Door Latch and Lock. Lloyd E. Christy, Monticello, Ind. Filed Mar. 24, 1919.

1,312,169. Automatic Cut-out for Rain-Spouts. Henry C. Ertel, Fort Wayne, Ind. Filed Feb. 5, 1917.

1,312,203. Combined Tea and Coffee Pot. Aldric Picard, Oldtown, Me. Filed May 7, 1919.

1,312,390. Safety-Razor. Julius Bueno de Mesquita, Brooklyn, N. Y. Filed Mar. 31, 1915.

1,312,396. Spoon-Holding Clip. Charles W. Harper, Spring Valley, N. Y. Filed Feb. 18, 1919.

1,312,409. One-Way Screw or Bolt. Arthur E. Miller and Clarence E. Anable, Sacramento, Calif. Filed July 3, 1918.

1,312,428. Pail Cover and Strainer. John F. Anvelink, Shawano, Wis. Filed Jan. 19, 1918.

1,312,425. Handle for One-Man Crosscut-Saws. Wells M. Ruggles, Wakefield, Mich. Filed Nov. 26, 1918.

1,312,471. Quick-Adjustable Wrench. William Louis Bessolo, San Diego, Calif. Filed Dec. 1, 1917.

1,311,897. Tool-Holder. Charles Gideon Ihrmark, Easton, Pa., assignor to Ingersoll-Rand Company, Jersey City, N. J., a Corporation of New Jersey. Filed Sept. 27, 1917.

1,312,527. Universal Level. Walter Faas, Fort Douglas, Utah. Filed Mar. 23, 1918.

## GO OUT AFTER THE TRADE.

When a man gets out after trade, he gives the impression that he has initiative and enterprise. He is evidently not satisfied to do business in the old rut, the same as he or his father or the merchant across the way did last year. So the man who advertises shows that he is looking for new customers, new trade, new friends. He shows that he's after business. The public will trade where they are invited to trade.

## WEEKLY REPORT OF TRADE AND THE MARKETS

### DESPITE MENACE OF LABOR TROUBLE STEEL BUSINESS IS GOOD.

Competent authorities declare that the threatened labor trouble has not affected the steel business to any important degree. They say that the menace of strikes is considerably exaggerated. For example, The Iron Age states that, pending the actual test of strength, labor union claims concerning the strike vote at large steel plants have been sweeping, but with continued suppression of the fact that the unions in various mechanical lines are but a fraction of the whole body of employees. Strikes may come as they have come in the past month at various plants and output may be cut down, but a general and long-continued stoppage of production is not now indicated. There has been a rapid resumption of blast furnace and steel works operations at Gary and South Chicago on the ending of the railroad shopmen's strike, but the steel workers' decision in that district is a factor of uncertainty in view of the special activities of union organizers there.

While they admit that increasing costs might warrant an advance in the price of finished steel, sellers in general are reluctant to take such a step. For the present, there is no likelihood of an upward trend in prices.

#### STEEL.

The American Steel and Wire Company is taking orders from manufacturers who are regular customers to a moderate extent, but is limiting acceptances to average tonnages heretofore consumed by such interests. Sales to merchant customers are also being limited to moderate tonnages based upon previous purchases but no contracts are being written.

Export orders for wire products are being taken at the rate of about 6,000 to 8,000 tons a month. It is evident that foreign sales are also being kept within narrow limits, although there is very good demand for wire products and rods for export. The New Haven Railroad is reported to have raised its embargo against shipments of freight to New England consumers and consequently some larger shipments will be moved soon from the Worcester mills.

Some large agricultural machinery manufacturers are endeavoring to place contracts for soft steel bars for 12 months, beginning January 1 next, but mills are limiting such sales to July 1, 1920, and most of the contracts placed end with the current year. Bar iron is moderately active and stronger. Strikes at the bar mills of the Bethlehem Steel Company recently have diverted considerable tonnages to competitors. Most of the Eastern bar mills are now selling iron bars on the basis of 2.50 cents Pittsburgh, equivalent to 2.77 cents New York.

#### COPPER.

The probabilities are that a renewal of activity in copper and the conclusion of the dull period in the market for the red metal are soon to take effect. The sharp upturn in the foreign market and the withdrawal of the lower prices for resale copper, combined with the firm stand taken by the producers, point to an early resumption of buying, which had been suspended for the past two weeks. Inquiries pending reveal a fair demand for the last quarter, but so far producers have named no prices for this position.

Energetic buying of refined copper began in the open market several days ago, and the prospect is that a vigorous buying movement will follow in the immediate future, during which producers will accept large contracts for shipment over the last quarter of this year, which business heretofore they have been evading. Thus far, prices have recovered 1 cent to 1.75 cents per pound, bringing the open market level close to the prices adhered to by the large producers since the speculative movement which began about the middle of July, to depress the markets both at home and abroad.

Just as the realization of profits, the liquidation of long accounts and the putting out of short lines combined to cause a sharp decline in prices for both nearby and future shipment, so the covering of short contracts, renewed buying for long account and the increased interest of home consumers, are responsible for the sharp recovery that has taken place in the last week.

Foreign consumers are reported to be endeavoring to make arrangements to purchase a considerable tonnage of copper in this country. It is extremely difficult for them to arrange credits, however, and the condition of the international exchange markets is such as to make it necessary for them to pay considerably higher prices than those here quoted. The stocks of copper held by foreign governments are being drawn down rapidly and in the course of another month or two a severe shortage will be felt throughout Europe, unless some arrangement can be made for purchases and larger exports.

There never was a time in all history when conditions were as favorable to the development of a very large demand for copper as they are now. The big producing companies expect an enormous export demand to develop during the coming six months. There is every prospect that 1920 will be one of the most prosperous years in the history of the copper producing industry. It seems likely that another considerable and quite general buying movement will occur in the coming four to six weeks and that it will carry the price of copper to a new high level.

In the Chicago market, sheet copper is selling at 33½ cents per pound.



**TIN.**

In response to the stimulus of higher London cables, a somewhat firmer tone was noted earlier in the week in the domestic market for tin. But trading remained within the routine limits. Consumers expect fair offerings of the metal as soon as the shipments on the way from the Far East reach port. There are 5,480 tons afloat now, of which the larger part is destined for the United States.

Prices of pig tin in the Chicago market declined from 76½ cents per pound to 71½ cents per pound.

**LEAD.**

The St. Louis lead market shows considerably more strength, with a tendency toward further advances. The demand shows little improvement, but the consumption is steadily increasing. Consumers appear to have their wants pretty well supplied with lead purchased on old contracts, and from small cheap lots purchased from second hands, on the recent break. Producers are showing less inclination to sell, however, and are asking higher prices. The lead ore market is firm, and the production continues to be restricted. The threatening aspect of the labor situation, and the high price of fuel and supplies, together with the freight embargo, all combine to add strength to the market, and to offset the light demand.

**SOLDER.**

The decline of 5 cents per pound for pig tin is reflected this week in a lowering of the various grades of solder 2 cents per pound. Chicago quotations are as follows: Warranted, 50-50, per pound, 37.5 cents; Commercial, 45-55, per pound, 34.2 cents; Plumbers', per pound, 30.9 cents.

**ZINC.**

The Government stocks continue to move at a fair rate from the Government hands, but their ultimate absorption will take time; 5,000 tons of grade A is reported sold back by the Government to a producer at whose works the metal lay.

Export demand is under the double handicap of still lower Sterling exchange, and a London market for zinc still far below ours, though 10s per ton higher than Monday. Consumers are at present buying little or nothing, perhaps feeling reassured on the prospect of railroad embargoes, anxiety as to which had something to do with the previous activity, but it is felt that the slackening of demand is only temporary. It is undoubtedly true that consumers as a rule have less than their usual proportion booked ahead. Neither dealers nor producers are pressing sales; in fact, the producers are practically still off the market.

Sheet zinc in Chicago is selling at 13 cents per pound in cask lots and from 13¼ to 13½ cents per pound in less than cask lots.

**SHEETS.**

Reports from the Youngstown, Ohio, district state that practically all the valley sheet mills are obligated until the latter part of the fourth quarter. In fact, several sheet manufacturers have withdrawn from the market and announce that they have no sheets to sell

until the first of January. The Chicago mills are almost swamped with orders and the leading independent is entirely out of the market on galvanized.

**TIN PLATE.**

The improvement in the tin plate situation continues. Indications are that the production of tin plate for 1920 will be the largest since the beginning of the tin plate industry in America. Advices from Pittsburgh are to the effect that demands upon the makers of tin plate still are on an enormous scale for in addition to heavy specifications against unfilled tonnages, new orders, especially for export, are extremely numerous.

In the Chicago market, first quality bright tin plates IC 14 x 20 are quoted at \$13.20 per box of 112 sheets and other gages and sizes at corresponding prices.

**OLD METALS.**

Wholesale quotations in the Chicago district which may be considered nominal are as follows: Old steel axles, \$29.00 to \$30.00; old iron axles, \$30.00 to \$31.00; steel springs, \$23.00 to \$24.00; No. 1 wrought iron, \$21.00 to \$22.00; No. 1 cast, \$24.00 to \$25.00, all net tons. Prices for non-ferrous metals are as follows, per pound: Light copper, 16 cents; light brass, 10 cents; lead, 4 cents; zinc, 4¼ cents; cast aluminum, 23½ cents.

**PIG IRON.**

Considerable uneasiness appears to exist among consumers of foundry iron on the future course of prices. Coke is mounting higher and the cost of production is pointing upward. It begins to look very much as though \$30 soon would be an established price for foundry iron. Some furnacemen are predicting even \$35 before the year is over. Although July showed a decided increase in production over June, stocks are not accumulating, and there is an actual shortage of certain grades of pig iron.

According to the market report of Rogers, Brown and Company, Cincinnati, Ohio, the pig iron business closed during the past week has shown a little diminishment in volume, but the general tone of the market is stronger. The strength of the market is reflected largely in the interest of purchasers in specialties, such as silvery, high phosphorus pig iron, ferro-silicon, etc.

Most of the furnaces are sold up on estimated production for the remainder of this year, with shipments going forward at a most satisfactory rate in the face of heavy embargoes in various parts of the country. Stocks on furnace yards are gradually dwindling.

Inquiries for shipment during the first quarter and first half of 1920 are on the increase, but few furnaces are interested in business for that period, due to the uncertainty of production.

Due to there being no change in the Jackson County situation, unusual interest is manifested in high silicon irons, especially the 8 per cent to 10 per cent silicon grades. In consequence, some very heavy tonnages have been placed for early shipment.

# Current Hardware and Metal Prices.

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing Western Hardware and Metal prices corrected weekly.

METALS.		LEAD.		Broad.		BEATERS.	
PIG IRON.		American Pig.....	\$6 25	Plumba, West, Pat.....	List	Carpel.	Per doz.
		Bar.....	6 75	" Can. Pat.....	\$69 00	No. 7 Tinned Spring Wire...	\$1 10
		Sheet.		" Firemen's (handled).	per doz. 21 00	No. 8 Spring Wire coppered...	1 50
		Full coils.....per 100 lbs.	\$8 75			No. 9 Preston.....	1 75
		Cut coils.....per 100 lbs.	9 00				
		TIN.		Single Bitted (without handles).		Egg.	Per doz.
		Pig tin.....	.71 1/2 c	Warren Silver Steel.. on application		No. 50 Imp. Dover.....	\$ 1 10
		Bar tin.....	.78 1/2 c	Warren Blue Finished.. "		No. 102 " " tinned...	1 35
				Matchless Red Pole.....	\$11 50	No. 150 " " hotel...	2 10
						No. 10 Heavy hotel tinned..	2 10
						No. 13 " " " "	3 30
						No. 15 " " " "	3 60
						No. 18 " " " "	4 50
FIRST QUALITY BRIGHT TIN PLATES.		HARDWARE.		Prices		Hand.	8 9 10 12
		ADZES.		Double Bitted (without handles).		Per doz.	\$11 50 13 00 14 75 18 00
				Warren's Natl. Blue, 3 1/2 to 4 1/2 lb.....		Moulders'.	Per doz. 20 00
				The above prices on axes of 3 to 4 lb. are the base prices.		Call.	
						3-inch Nickeled Rotary Bell,	
						Bronzed base.....per doz.	\$5 50
						Cow.	
						Kentucky.....	30%
						Door.	Per doz.
						New Departure Automatic...	\$ 7 50
						Rotary.	
						3 -in. Old Copper Bell.....	6 00
						3 -in. Old Copper Bell, fancy.	8 00
						3 -in. Nickeled Steel Bell....	6 00
						3 1/2-in. Nickeled Steel Bell....	6 50
						Hand.	
						Hand Bells, polished.....	15%
						White Metal.....	15%
						Nickel Plated.....	10%
						Swiss.....	15%
						Silver Chime.....	10%
						Miscellaneous.	
						Church and School, steel alloys...	30%
						Farm, lbs., 40 50 75 100	
						Each.....	\$3 00 3 75 5 50 7 25
						BEVELS, TEE.	
						Stanley's rosewood handle, new	
						list.....	Nets
						Stanley's iron handle.....	Nets
						BINDING CLOTH.	
						Zincd.....	55%
						Brass.....	40%
						Brass, plated.....	60%
						BITS.	
						Auger.	
						Jennings Pattern.....	20%
						Ford Car.....	List plus 5%
						Ford's Ship.....	"
						Irwin.....	35%
						Russell Jennings.....	15%
						Clark's Expansive.....	33 1/2%
						Steer's " Small list, \$22 00	5%
						" " Large " \$26 00	5%
						Irwin Car.....	35%
						Ford's Ship Auger pattern	
						Car.....	List plus 5%
						Center.....	10%
						Countersink.	
						No. 18 Wheeler's.....per doz.	\$2 25
						No. 20.....	3 00
						American Snailhead..	1 75
						" Rose.....	2 00
						" Flat.....	1 40
						Mahew's Flat.....	1 60
						" Snail.....	1 90
						Dowel.	
						Russell Jennings.....	15%
						Gimlet.	
						Standard Double Cut.	
						Doz. \$1 10-\$1 60	
						Countersink.....	Doz. 1 80
						Reamer.	
						Standard Square.....	Doz. 2 50
						American Octagon....	" 2 50
						Screw Driver.	
						No. 1 Common.....	" 1 40
						No. 26 Stanley.....	1 75